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VOL. V

NEW YORK, JANUARY 1, 1919

No. 17

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17 Battery Place

Chemical Department

New York, N. Y.

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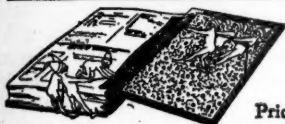
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Chemical Export Trade

The recent combination for the exportation of steel products, organized under the Webb law, and to be conducted by E. A. S. Clarke, former president of the Lackawanna Steel Company, has raised the question in the chemical trade whether a similar merger of interests might not be profitable for the exportation of chemicals, particularly coal-tar products.

While a combination is possible among the leading chemical manufacturers, it might be difficult to carry it on successfully on account of the conflicting interests, and while Mr. Clarke is not a chemical man he is an exceedingly wide awake business man, and it has been suggested that the steel export combination might be able to sell an enormous export tonnage of benzol, toluol, xylol, naphthalene, and phenol. Under Mr. Clarke's management the Lackawanna Steel Company profited very greatly by the sale of its by-products, and as the future of the export trade is uncertain under present shipping conditions it may be worth while to consider this opportunity before attempting an independent association.

It is understood that if no separate chemical organization is formed the steel combination will take up the proposition. Their forces are trained in handling export business and it is probable that the organization would be better able to find tonnage for chemicals in connection with their steel export trade.

Trend of the Market

Many price changes are occurring in the 1600 or 1700 products quoted in DRUG AND CHEMICAL MARKETS. In essential oils there were 35 revisions this week, and this is only one division of the market out of thirty odd departments covered by the reporters who watch these fluctuations from week to week. At present the tendency is downward and buyers cannot afford to miss the opportunity to purchase at the latest quotations. Whether prices will continue to fall is a question that no one can answer with certainty, because there are many influences which may cause a reaction after the holidays. Shipping facilities are lacking at ports in the Far East and in South America. Local stocks of many imported products are low. Retail druggists have been buying only to meet urgent needs. When the demand increases it is probable that prices will stiffen. The only safe guide for the buyer is the prices current. They are the backbone of business.

While the numerous revisions in essential oils this week may be due in part to the heavy importations as shown in the customs returns, other price changes are probably a reflection of the dullness which is usual during the holiday season and at the time of stock taking when buying practically comes to a standstill.

Ships for Foreign Trade

The United States Shipping Board has taken another step toward the distribution of ships in a way to aid the foreign trade of American manufacturers. Edward N. Hurley, chairman of the Board, says offices will be opened in London, Paris, Rome, Shanghai, Yokohama, Bombay, Buenos Aires, Valparaiso, Rio Janeiro, Rotterdam and Antwerp in order to obtain precise information and be able to consign a ship without delay for its most efficient use.

This world organization is to be permanent, Mr. Hurley says, but for the present much of the work will be centered upon the ships carrying food supplies to Europe. It is necessary to re-route these vessels immediately and instead of returning to the United States they may be sent to India, South Africa, or South America, according to developments in the world trade.

It is to be hoped that practical shipping men will be in charge of these offices. When the act regulating explosives was passed the Government chose for the positions of inspectors men who had never dealt in explosives or used them. Appointment of inexperienced men to route ships in world trade would hardly benefit our export trade or improve the present tangled situation.

Bonuses to Employees

Large corporations and employers of labor in general are giving more attention each year to the question of bonuses for the men and women in responsible positions whose work serves to bring results of a beneficial nature in the management of the business or in financial returns from aggressive sales methods. It is found that the greater interest taken under the incentive of sharing in a fund of this kind strengthens the office organization, eliminates waste of time and gives a momentum to the work which results in greater accomplishment.

The benefit to the employee is not to be measured only by the amount of money he receives. The payment of the bonus in one sum at the end of the year encourages the habit of thrift. He will very likely deposit the greater part of his prize money in a savings bank, or open a check account, which gives him a feeling of responsibility. He makes investments and begins to realize that his employer has given him a chance to progress in the world and protect himself against days of misfortune or sickness. He thinks more of his position and holds to it with tenacity, and is careful not to allow his interest to wane or his energy to slacken. The result is an ideal working force and larger profits.

Complaints of Business Men

The opinions of manufacturers on the business outlook, published in this issue of DRUG AND CHEMICAL MARKETS, furnish material for serious consideration. In addition to strong pleas for a protective tariff and positive declarations that German competition will most certainly be a factor in trade, there are the problems of Bolshevism, and the money situation in which a reaction is predicted after the period of prosperity and inflation through which we are passing.

Complaints are made of poor transit facilities, of the loss of goods, and indifference of employees of the railroads, express companies and the post-office department to the efficiency of the service. One manufacturer declares that the losses in his industry, the making of toilet preparations, are larger than ever, and complaints are met with derisive amusement, and the "buck" is freely passed. Curtailment of raw materials is another complaint. The quality is said to be inferior and the prices are still rising, almost to a prohibitive point.

Supplies of Nitrate

The Government has made arrangements to get sufficient nitrate of soda to supply farmers with the amounts they require for fertilizer during 1919. The price will be \$81 per short ton, free on board cars at the loading point or port. In addition the farmer will be obliged to pay the freight charges to unloading point and incidental expenses that he incurs in connection with the delivery of the nitrate. Early in the year application blanks will be sent to county agents and local committees.

The nitrate will be sold only for cash and the farmer must deposit the money covering the cost of the nitrate with the local bank, association or individual designated by the Department of Agriculture. The distribution will be made under the direction of the Bureau of Markets under the Food Control Act. Should there be a shortage of nitrate the allotment will be proportionately to those applying for it in order that all may participate. The Department of Agriculture has made a survey of supplies of nitrate and the indications are that there will be sufficient to meet reasonable requirements during the coming year.

With the coming of the new year there will be many changes in the drug, chemical and dyestuff industries, mainly in the line of enlarged business facilities, new office locations, and more or less shifting of managers and salesmen. Information concerning the important changes will appear from week to week in DRUG AND CHEMICAL MARKETS, and will serve to correct mailing lists and save time in making business calls. If you are moving into new offices or have accepted a position with another house, send the facts to this office, thereby enabling the trade to keep in touch with you.

Manufacturers Discuss Business

Protection for Dyestuffs Urged—Complaint of Transit Facilities—German Competition Expected

THE Merchants' Association of New York recently asked its members who are manufacturers to express their opinions regarding the business situation and point out the difficulties which they are experiencing, or which they expect to meet. In reply to this inquiry, a large number of interesting letters have been received, and among them the following from manufacturers of pharmaceuticals, drugs, chemicals, and dyestuffs:

The vice-president of a large company manufacturing dyestuffs writes:

"Ours is an industry developed as a result of the war, and although given over largely for war purposes, is by the nature of it very easily adjusted to a peace basis. In other words, the vast amount of energy put into the manufacture of colors for the Army and Navy now goes into the manufacture of colors for the civilian wear. We respond to the needs of the textile industry as those needs are reflected to us, and the raw materials are very similar in either case. The chief requisite is a personnel of men who have the experience necessary to carry out the required chemical reactions which any process may involve.

"Thus the only problem which we can present to you at the moment is the all-vital one of safeguarding the dyestuffs industry from foreign competition until it has had a few more years in which to perfect its organization and get its yields established on a competitive basis with those who have had many more years of experience abroad. How this protection may be given is a matter which may be answered in many ways. The main thing is that it should be provided in an adequate way. Our company is far and away the largest factor, as we have been making some 70 per cent of all the color used in this country during the past four years."

Transit Facilities Poor

A manufacturer of toilet preparations says:

"Speaking, of course, solely from our own standpoint, the beginning of proper readjustment will be when Federal employees, i. e., those connected with the railroads in the freight departments, the express companies and the Postoffice can be made to realize that they are partners of ours in promoting one of the fairly large industries of the United States. It is true that under private ownership and management there existed a certain degree of indifference and carelessness, yet there was a central responsible authority that could be with some hope of success appealed to for the correction of evils. To-day the situation in that respect is well-nigh hopeless. Our losses in shipments in transit are larger than ever; complaints are often met with derisive amusement, and, to use a colloquialism, the 'buck is freely passed.' If service—mail, express and freight—was accelerated, just to that extent would business increase, and of a natural consequence the greater volume of costs and taxes we would pay to the State and Nation, as well as a larger payroll and numbers employed.

"Secondly. We have been seriously curtailed in the matter of raw materials of proper quality. Not only

is the quality inferior in many cases, but prices are even to-day steadily increasing to a prohibitive degree. Pasteboard box manufacturers continue to excuse slow deliveries on the ground of the impossibility of securing raw materials, as well as upon the declaration of extremely high wages and shortage of labor.

"Thirdly. The question of labor is adjusting itself. During the war our labor turnover was very costly, but the spirit of unrest is decreasing, and as our salaries and wages are properly based upon efficiency we apprehend no further serious trouble upon this score."

Views of an Importing House

A house which is heavily engaged in the importation of pharmaceutical specialties, and which also manufactures "a few small items as a side line," writes as follows:

"One of the first problems which a house in our position will be forced to meet will be the question of how heavily to order from abroad. In the first place, there must be taken into consideration whether or not the appeal on the part of the Administration for a Democratic Congress was prompted by the belief that a Republican Congress, in their endeavor to handle the labor situation and keep wages from going back to a pre-war level, with the attendant unpleasantness, would greatly increase the tariff. It is admitted on all sides that it would be extremely dangerous to attempt to force labor back to the pre-war basis, and, notwithstanding the known attitude of the Republican Party, its leaders may have seen a light which might lead them in the direction stated.

"Second, the question of raw materials and the price of labor abroad must be taken into consideration.

"Third, German competition will most certainly be a factor, and in this connection we might state that we understand that a Holland concern with offices in New York has been doing a considerable business during the war time in chemicals, intends to move their entire Holland organization to this city upon the conclusion of peace terms.

The Problem of Prices

"The next problem would seem to be that of reducing one's prices without injuring one's retail and wholesale customers and without refunding the difference for all the stock on hand, and thereby sustaining a substantial loss. This situation would have to be met in case a much higher tariff were not enacted and we might state as our own opinion that it is difficult to see, even with a higher tariff, how the reaction and the laws of supply and demand can help but work towards reduced prices.

"Of course, the country must face the question of Bolshevism fairly and all business houses will have the opportunity for constructive counter measures. We feel on this subject that, although the price of commodities and labor will decline considerably, they will not reach the pre-war level, at least for quite a while, and that capital will show wisdom in making more liberal concessions than may seem necessary, to the end that Bolshevism and general dissatisfaction

shall not be given too large a pasture to feed in. We wish to add that we are heartily in sympathy with the recent election and with Republican policies.

"It is our opinion that as the laborers leave the war industries they will be readily absorbed.

"We are not at all certain that after a year has elapsed, we will not be faced with grave money conditions and are a bit disturbed about this question. The period of unprecedented prosperity and inflation through which we have passed and which has extended over a considerable period, is bound to react strongly.

"In closing may we add that there is another factor in the situation which must be taken into consideration and that is that the industries of France and England have been placed on a rock-bottom efficient basis and that they have learned a lesson which we have only partly learned."

THE BUSINESS OUTLOOK

There is an increasing demand for raw material, according to "Dun's Review." An immediate expansion of overseas trade is expected as soon as adequate shipping is available.

That the question of prices is one of increasing significance there is abundant evidence, and many buyers are prompted to hold commitments within the closest limits through the belief that the yielding tendencies lately developing in some leading commodities will widen in their scope with the return of free markets. Yet the further removal, after January 1, of the arbitrary regulations and restrictions affecting production and distribution and prices will make possible the conducting of operations along more natural lines, and there is confident expectation that the revival of regular domestic and foreign commerce, once it fairly commences, will make gratifying progress.

Bank clearings this week at the principal cities in the United States amount to \$5,541,671,044, an increase of 23.9 per cent. over this week last year. At many points exchanges are maintained in volume never before equaled at this period, notably at Pittsburgh, Baltimore, Cincinnati, and Minneapolis, and the aggregate of all points outside New York City is 23.7 per cent. larger than a year ago, while at the metropolis the gain is 27.7 per cent.

Bradstreet's comment on conditions is: Extensive plans are afoot for seeking trade abroad and here, and while elements of uncertainty hold more or less sway, pessimism is conspicuous by its absence. On the constructive side, it is conceded that stocks, except in Government hands, are low, staple goods on the shelves of jobbers being markedly so; that producers of various lines have nothing to sell, and that with the reabsorption of returned soldiers a great buying force will have been added to the number of consumers of peace-time products.

MONSANTO CO'S. NEW YEAR CARD

The card of greeting sent to the trade by the Monsanto Chemical Works, St. Louis, under date of December 25, has attracted much attention because of its good taste and pleasing wording. It reads:

Peace on Earth, Goodwill to Men

This year, after nineteen centuries, we receive with this message, the promise of early realization of Man's highest and noblest ideals.

With a feeling of deep gratitude toward those who fought for Peace and won, with a resolve that those who have died shall not have died in vain and in a spirit of Goodwill to all, we greet our friends on the eve of the New Year, the first in an era of enduring peace.

NEW \$11,000,000 POTASH COMPANY

Hills of Wyoming Yield Raw Materials—Plant Located on Green River Near Union Pacific Railroad—New Process to Be Used

(Special to DRUG AND CHEMICAL MARKETS)

Salt Lake City, Utah, Dec. 30.—For the purpose of producing potash on a large scale from mineral deposits in southwestern Wyoming, a number of Wyoming and Utah capitalists have formed the Liberty Potash Company. It is announced here that within a few days articles of incorporation will be filed with the secretary of state's office of Utah. The capitalization of the new organization will be \$11,000,000, of which \$1,000,000 will be set aside as preferred stock.

The Liberty Potash Company will develop the potash from leucite hills in Wyoming, where a mineral known as wyomingite occurs in immense quantities at Superior, near Green River. Work of development has already been done. The main plant is located slightly more than a mile from Green River and is reached by a spur track from the main line of the Union Pacific railroad. This spur was recently completed under authorization of the Federal director of railroads. All the raw ingredients of the potash will be hauled to this plant from Superior, Sage and Salt Lake. The quarries at Superior, 42 miles distant, will supply the wyomingite, Sage quarries will furnish the limestone, and the requisite salt will be taken from Salt Lake. A large force is already at work constructing the plant.

The officers of the Liberty Potash Company are: President, T. W. Boyer; vice-president and general manager, Guy Sterling; secretary-treasurer, E. M. Allison, Jr. Board of directors: T. W. Boyer, vice-president of the Continental National Bank, Salt Lake City; Guy Sterling, mining engineer of Salt Lake; Augustine Kendall, president First National Bank, Rock Springs, Wyo.; P. J. Quealy, vice-president and general manager of the Kemmerer Coal Company of Kemmerer, Wyo.; J. B. Scholefield, Salt Lake; Moylan Fox, capitalist; E. M. Allison, Jr., lawyer, Salt Lake.

For several years Mr. Sterling has been experimenting to find a method or process of successfully extracting potash in soluble form from potash-bearing rocks. Having discovered and, as he claims, definitely proved his process, he then went in search of mineral deposits containing potash in commercial quantities. He found the wyomingite, said to be a potassium-aluminum-silicate, which occurs as a lava and readily lends itself to pulverization. It is estimated that Mr. Sterling and his associates have blocked out more than 300,000,000 tons of the mineral.

Mr. Boyer became interested in the project, and after watching Mr. Sterling's experiments until convinced of their success, he assisted in furnishing capital with which the Wyoming land was secured, the railroad line built and the plant construction started. The company expects to be producing potash in large quantities early in the spring of 1919.

The Sterling process of treating the mineral produces the potash directly in a form ready for use in fertilizers, requiring no leaching, filtering, evaporating or refining, the product being a fine light-colored powder. The process is said to be fully covered by patents already granted, with other patents pending for various improvements.

D. W. Jayne, general manager of The Barrett Company, is confined to his home by an attack of the grippe.

WAR CHEMISTS ARE RETURNING

The warriors are returning to the chemical trade. Men like W. H. Gelshennen, of H. J. Baker & Bro., Charles E. Sholes of the Grasselli Chemical Co., and Mr. Cook of W. R. Grace & Co., have been missed, not only by their firms, but in the trade where they have many friends. Others who will soon return are Charles F. Roth and Adrian Nagelvoort, known to all exhibitors at the Chemical Exposition, and who soon will begin work on the exhibit at Chicago in 1919.

The list of volunteers is a long one, and includes Cecil F. Backus, of the Atlas Powder Co.; Charles V. Bacon, consulting chemist; Raymond F. Bacon, of the Mellon Institute, Pittsburgh; Lucius P. Brown, former director of the Bureau of Food and Drugs, Department of Health, New York City; Thomas C. Clarke, consulting engineer; John K. Clement, Bureau of Mines; B. F. Fairchild, of Fairchild Bros. & Foster; E. C. Herman of The Barrett Company; L. W. Hesselman, controller of the Lackawanna Steel Co.; Dr. Allen Rogers, of Pratt Institute, Brooklyn; A. G. Stillwell, of the Stillwell Laboratories; Lieut.-Col. William H. Walker of the Massachusetts Institute of Technology.

GERMANY'S LOSS OF POTASH BEDS

Germany's loss of the mineral resources of Alsace-Lorraine is discussed by Dr. Louis Pinner, financial editor of the "Berliner Tageblatt," who says:

"The mere loss of a manufacturing industry, no matter how highly developed, is far less serious than the loss of a supply of raw materials. The potash deposits are of far greater importance, both from an economic and politico-economic standpoint. It is true that the potash deposits in the other parts of Germany are more than sufficient for domestic consumption and export, but the loss of the Alsatian deposits (about ten mines, belonging mostly to the German potash syndicate) will deprive Germany of the world monopoly which it has heretofore enjoyed and take away from it one of the few weapons of economic defense. While the statements in the Allied press to the effect that the Alsatian deposits will be sufficient to provide potash for all countries outside of Germany may be exaggerated, the fact remains that the loss of these deposits is of extreme importance."

JOBS WAITING FOR BUFFALO SOLDIERS

Buffalo, N. Y., December 30.—Chemical manufacturers in this city will take back all workers with good records, who are now in military or naval service. Two concerns of national reputation announced at their Buffalo branches:

National Aniline and Chemical Company—"Two hundred and fifty-six of our men left to join some branch of the service. We are waiting for them to return to their jobs."

General Chemical Company—"We shall be glad to have our former employees return."

SUIT OVER SALE OF SACCHARIN

The Independent Trading Company has filed a suit against the Benzo Chemical Company, alleging that the defendant sold to the plaintiff 125 pounds of saccharin, insoluble, which was guaranteed to be about 550 times as sweet as sugar, at \$20 per pound. The plaintiff alleges that the saccharin delivered and paid for was not 550 times as sweet as sugar, but was of an inferior quality, and seeks damages of \$2,000. A general denial has been filed by the Benzo Chemical Company.

WILL SEMET-SOLVAY MAKE DYES?**Plant at Split Rock Still Employing Large Force In Manufacture of Picric Acid—Company Has Other Acid Recovery Plants**

(Special to DRUG AND CHEMICAL MARKETS)

Syracuse, N. Y., Dec. 30—Officials of the Semet-Solvay Co. will not commit themselves regarding the future of the Split Rock plant, erected for the manufacture of picric acid, but it is believed the buildings will be utilized in making either dyestuffs or drugs. The plant is located seven or eight miles from the city of Syracuse in the direction of Auburn. Motorists going over the state road between the two cities are attracted by the gorgeous, golden and amber vapors which rise as if by old world magic above the Split Rock Works. Going past it on the trolley, one is surprised and interested to see that some of the workers, who may be down near the car tracks, have a yellowish look, and that horses, especially if they are gray or white, have taken on a deep yellow color, as the result of the chemical fumes in the air.

The plant has turned out huge quantities of TNT for the use of the United States government and the Allies. There is some anxiety on the part of the workers, who have received employment and high wages there, as to what will be the outcome of present deliberations, but some of the men consider themselves sufficiently in touch with the situation to express the opinion that the return of peace conditions will find the Split Rock plant running on the same large scale, turning out dyes and drug products, provided there is sufficient tariff protection to make this possible. These men feel that in grateful recognition of American ingenuity and faithful service rendered in the hour of the country's crisis, such protection should be given.

Most of the men believe the Solvay and Semet-Solvay interests have been looking ahead for some time, making plans to keep the industry going on a useful and profitable basis. The Semet-Solvay Company is thought to be in a position to take a leading stand in the manufacture of coal-tar chemicals, dyes and pharmaceuticals, and it seems certain that if laws are enacted which will prevent unfair competition by similar industries abroad, the local plants will forge ahead and do much to make the United States an independent producer. It is pointed out that Split Rock is already provided with nitric acid and acid recovery plants, and so is a natural place for the manufacture of basic supplies for the dye industry. With the production of dyes it would be necessary to extend the alkali industry of the Solvay Company.

Munition making never would have progressed on any such scale or so satisfactorily if the industry had not been nationalized, supervised, directed and protected by the government. If the future industries which will succeed the munition making, are to become a national factor in the increase of wealth, and in making the United States able to furnish her own necessities, protection must be given. And if protection is given, we may look for new lines of manufacture as laboratory research is carried on. A Syracuse newspaper says:

"It seems to be conceded now that the National Aniline and Chemical Company, with which some of the Solvay interests are closely identified, has solved the problem of American-made dyes. Its output, an exhibition of which was recently shown here, is said to be equal in every way and surpass in many the best that Germany in her long reign of conceded supremacy was able to produce.

"Salicylic acid, which enters largely into dye manufacture, has been made for some time at the Willis Avenue commercial laboratory of the Semet-Solvay Company at

Solvay, and the company's chemists, it is said, have a thorough knowledge of all the 1,000 different dyes made in Germany and can produce the equal of all and the superior of most of them here."

Most of Germany's chemicals and pharmaceuticals have been successfully duplicated in this country, and in many instances American manufacturers are making superior products. Those who are particularly optimistic, think that Split Rock alone can manufacture enough dyes and drugs of certain kinds to supply this country, and afford a surplus for foreign export trade. At the present time as many men are employed at Split Rock as during the war, but it is improbable that munition making will continue on any such scale for long.

The picric acid plant, which was being constructed by the Semet-Solvay Company at Grand Rapids, Mich., and seven similar plants in various parts of the country which were being constructed for the government, will not be completed, according to orders from Washington, there being no need for them.

This \$5,000,000 building project, which the Semet-Solvay Company took up at the request of the Government, was to include the building of a clubhouse for workmen, five barracks to house 100 men each, twenty five-room bungalows and ten cottages.

SHIPS FOR SOUTH AMERICA

The War Trade Board announces that cargo space for all goods awaiting shipment to South America will be available within a short time. Dutch shipping amounting to 50,000 tons, less bunker space, already is available in United States ports or on the way here, and other ships are being assigned.

In addition to six Dutch ships now in American ports, Holland recently sent five ships, the *Brunswyk*, *Delta*, *Minerva*, *Moerdyk* and *Terschelling*, in the expectation of lifting cargoes of grain in the United States, but owing to the congestion of grain-loading facilities it has been decided by Holland to send these ships to South America for grain, and the war-trade board has facilitated the movement by granting bunker coal, not only for the trip to South America, but for the return journey.

With the allotment of other tonnage, merchants in Brazil, Argentina, Uruguay and other South American points will be able to obtain without further delay the goods which have been purchased and stored here.

HOUSES FOR DYE WORKERS

The National Aniline and Chemical Co. have erected homes for employes at Naamans, near Wilmington, Del. For a long time the company has faced the problem of retaining its employes because of the inaccessibility of the plant. There were no accommodations near the plant. Twenty-eight frame houses were erected and the first complete unit consisting of 100 houses is now nearing completion.

The houses are of brick and will be of two sizes, one consisting of living room, two bedrooms, bath, and combination dining room and kitchen. The other size will include front hall, dining room, kitchen, three bed rooms and bath. A central heating system will furnish heat throughout the cold weather and hot and cold water summer and winter at a minimum consumption of fuel. The cost of the houses, exclusive of heating and grading, is \$3,500 for the larger and \$3,000 for the smaller structures.

The Butterworth-Judson Corporation, 61 Broadway, has opened a branch office in Boston. It is located in the Shawmut Bank Building, and D. N. Barker is in charge.

POISON GAS WORTH \$60,000,000

Government's Surplus Stock a Dead Loss—May Be Dumped In the Atlantic—Plan to Smother German Fortifications—Discoveries By Chemists

Disposal of poison gas enough to kill everyone on the American Continent if properly liberated is puzzling war department authorities today. It was announced by a Chemical Service official that this gas, for which the United States paid \$60,000,000 and the lives of several scores of her chemists, may be thrown into the Atlantic Ocean some time in the near future.

These thunderbolts intended for the spring drive are now at Edgewood Arsenal, 26 miles from Baltimore, Md., and just on the edge of the Aberdeen proving ground, says the "Washington Herald." The plant, which sprang up in less than a year, is under Maj. Gen. William L. Sibert, director of the Chemical Service section. Thousands of tons of the gas were made each month before the signing of the armistice, at a rate of ten tons for every one ton of German gas.

"Our idea," said Col. W. W. Walker, commanding officer of the Edgewood Arsenal, "was to have containers that would hold a ton of mustard gas carried over fortresses like Metz or Coblenz by plane and released with a time fuse arranged for explosion several hundred feet above the forts. The mustard gas being heavier than air, would slowly settle until it had dispersed. A one-ton container could thus be made to account for perhaps an acre or more of territory, and not one living thing, not even a rat, would live through it. The planes were made and successfully demonstrated, the containers were made and we were turning out mustard gas in the requisite quantities in September."

In all the thousands of tons of noxious gases, one drop of which would kill a man, there is but little of commercial value. Mustard oil can not be used in any way. Phosgene is saleable, but only in small quantities.

The basic elements, according to the authorities, are salt, sulphur and alcohol, which, broken into component parts and chemically reunited, in some cases by means of heat, in others by means of cold, and again by force of gravity, are caused to form the gases.

For the cold processes, vast refrigerators were built at Edgewood which cover acres. Half a mile away are enormous boilers and hot rooms for fusing. Then there are spindle steel structures, looking like miniature towers, scattered around the grounds, which support pipes through which the gases were distilled.

Already the Baltimore plant is being dismantled. The machinery is being carefully taken apart, oiled, wrapped and stored away, ready for the next war should there be one. The parts that have come into actual contact with the gas are taken, by means of tongs, out into the fields and buried.

And when the gas itself has been taken out in big drums and dropped into the sea it will sink to the bottom and trouble only the fishes.

In the course of experimentation, two new gases, as yet unknown in Europe or Asia, were discovered. They are more effective than phosgene—and more deadly. They were discovered so recently, according to the authorities, that there was no time to utilize them in this war. They have been locked up in the safe for future reference.

NEW DU PONT EXPORT COMPANY

The officers of the E. I. du Pont de Nemours Export Company, Inc., are F. W. Pickard, president; Walter S. Gavan, vice-president; F. D. Brown, treasurer, and Alexis I. du Pont, secretary. Mr. Pickard is vice-president of the du Pont company, in charge of the sales department, and Mr. Gavan for many years has been the directing head of the company's export business. Both Mr. Brown and Mr. du Pont occupy similar positions in the Du Pont Company. The directors of the new company are: Mr. Pickard, Mr. Brown, F. C. Peters, C. L. Petze, J. A. Burckel and J. E. Hatt.

Mr. Gavan will be the active head of the export company, which will establish headquarters in New York. The company will maintain an office in San Francisco.

The company's charter rights are broad enough to include any activity which a company doing business in foreign countries may care to undertake. The Du Pont Company has offices in Mexico City, London, and Rio de Janeiro, and connections and agencies throughout South America, Central America, Africa and Asia.

DU PONTS IN INSURANCE COMPANY

The Bankers and Shippers Insurance Company, organized this week, includes in its directorate many interests prominent in the chemical trade, including E. I. du Pont de Nemours & Company. The list of directors follows:

Harold Stanley, vice-president of the Guaranty Trust Company; John A. Spoor of Chicago; Oswald Kirkby, member of the firm of Willcox, Peck & Hughes; Oakley Wood; John J. Watson, Jr., vice-president of the International Agricultural Corporation; Howard Bayne, vice-president of the Columbia Trust Company; James Barber of the Barber Steamship Company; J. J. Raskob, vice-president of E. I. du Pont de Nemours & Co.; Seward Proser, president of the Bankers Trust Company; Charles C. Peck, of Willcox, Peck & Hughes; E. V. R. Thayer, president of the Chase National Bank; Charles H. Sabin, president of the Guaranty Trust Company; Chellis A. Austin, president of the Mercantile Trust Company; William G. Willcox of Willcox, Peck & Hughes, and Edward J. Barber of the Barber Steamship Company.

J. A. DOWD WITH THE JORDAN COMPANY

James A. Dowd, for more than two years manager of the Coal-Tar Division of Ralph L. Fuller & Co., Inc., becomes the vice-president and general manager of the Jordan Coal-Tar Products Co., 11 and 13 Cliff St., New York, on Jan. 1. The company is expanding its field of operations with special activity along the lines of import, export and manufacture. According to Mr. Dowd the company intends to give particular attention to the development of the South American trade.

Mr. Dowd has always been identified with the manufacture and sale of coal-tar products. He served for a number of years with the du Pont Chemical Company. Later he was with the Bayway Chemical Company, of Elizabeth, N. J., joining the forces of Ralph L. Fuller & Co., after leaving the Bayway Company.

H. K. MULFORD CO. BUYS BUILDING

The H. K. Mulford Co., has purchased the Metropolitan Building, Broad and Wallace Streets, Philadelphia. The price paid for the building which is a large structure, ten stories high, occupying a lot 100 by 400 feet, according to report was \$1,200,000. The entire building will be devoted to the manufacture of pharmaceutical preparations. The floor area is 40,000 square feet on each of its ten floors, equivalent to nine acres.

CHINESE PRODUCTS IMPORTED BY U. S.**Commercial Attache Arnold Writes About Cassia, Castor Oil, Star Anise Seed, Gall Nuts, Ginger and Licorice Root—Apricots as Substitute for Almonds**

Another article on Chinese products exported to the United States is supplied the trade by Julean Arnold, commercial attache, of Peking, who writes about castor oil, licorice root, cassia and star anise seed. He says:

Cassia is a large and useful tree found on the borders of Kwangtung and Kwangsi Provinces and in South China generally. The bark, cassia-lignea, is stripped off, allowed to lie for 24 hours, during which time it undergoes a species of fermentation, and the epidermis is easily scraped off. It dries into a quilled shape, in which it comes to market. It is smaller quilled, breaks shorter, and is less pungent and acrid than cinnamon. During 1916 10,000,000 pounds of the bark were exported from Canton via Hongkong. Cassia oil is obtained from the leaves and the twigs by distillation and is used in medicine. It is also used in perfumery and flavoring condiments. Cassia buds, refuse, and twigs to the extent of 6,000,000 pounds were exported during 1917.

The extensive use of aeroplanes in the war has greatly increased the demand for castor oil, which is used as a lubricant for the motors. It is used for mixing with paints, for medicinal purposes, for cooking and illuminating purposes, and for mixing the colors for Chinese seals. The oil is extracted from the seeds by simple pressure. The crude oil is boiled with water, which separates the alkaloids and other impurities, the water being then evaporated. In China castor beans are planted on the borders of fields to prevent animals from wandering onto the fields, as the beans are poisonous because of the alkaloids they contain, and the animals will not devour them. They are found quite abundantly over most of China. The oil has only recently found a place in foreign trade. The price now (Sept. 18, 1918) is 22 cents a pound, as compared with 12 cents a year ago. There should be good prospects for the development of this trade.

Aniseed or star anise is used in the manufacture of absinthe, anisette, cordials, and medicines. It is made from the fruit of a small evergreen tree, which grows wild in Kwangsi Province in South China. China exported in 1917 about 1,500 tons of seed, valued at \$430,000, and also about 800 tons of oil.

An edible variety of apricot produced in North China is often mistaken for almonds and serves as a splendid substitute for almonds for confections, being cheaper and similarly flavored. Upward of 4,000 tons of apricot kernels are exported annually from North China, 80 per cent through the port of Tientsin. Three-fourths of these are the sweet and about one-fourth the bitter variety, the latter selling for about one-fourth the price of the former. The sweet kernels sold at Tientsin during 1917 at 22 taels per picul 133 1-3 pounds) and the bitter at 5 taels per picul.

Gallnuts, or oak apples, are produced by insects on certain trees, found in mountainous regions of West Hupeh, Hunan, Kweichow, Szechwan, and Kwangsi. "The galls are oblong, rough, and tubular, the shell hard, brittle, and gummy, and the hollow center has a cottony ball, the covering of the pupa." They are used to dye silks black, in tanning, and as medicine. They are reputed to furnish the finest tanning extract in the world. China exports gallnuts to the value of 1,000,000 taels a year—about 15,000 tons—75 per cent going to the United States, which now controls this trade. Hankow and Chungking are the principal ports of export.

Ginger is grown in the West River and hilly districts of northwestern Kwangtung, throughout Szechwan, and in certain central Provinces. It is eaten to a considerable extent in the green state as a condiment and a corrective. The preserved ginger comes mostly from Canton. Galangal is sometimes mistaken for ginger proper. It belongs to the ginger family. The root is smaller than that of the ginger, being usually about 2 inches long and half an inch thick. It tastes like a combination of ginger and pepper. It is used as a preserve like ginger, and also medicinally. A good deal of it goes to the United States as ginger. It is cultivated in the island of Hainan, off the Kwangtung coast. China exports about 1,000 tons of galangal and 5,000 tons of ginger annually.

Linseed from northwestern China gives promise of becoming an important article of export. The war has interfered with the trade, although about 10,000 tons are being exported annually to America and Japan.

Licorice root occupies a prominent place in the materia medica of China, which, according to foreign physicians, is very rich. It has within recent years assumed a position of importance in China's export trade, as is indicated by the customs returns for 1917, showing an exportation of 15,000 tons, mostly from Tientsin Lungkow, in Shantung, exported 1,000 tons. The licorice comes for the most part from northern and northwestern China, growing wild in the Kokonor and Inner Mongolia districts. It is used as a sweetener and adulterant in the manufacture of porter, tobacco, and chewing gum, aside from its ordinary medicinal use.

KUKAY SENTENCED FOR THREE YEARS

Joseph M. G. Kukay, who sold compressed talcum powder for aspirin, was sentenced to three years in the penitentiary and fined \$500 by Magistrate Todd in Brooklyn.

Kukay was arrested December 13 on complaint of W. U. Cummings, inspector, of the Health Department, who testified he purchased a box containing 1,000 tablets. The department chemist reported that the tablets contained 23 per cent talcum powder, lime and magnesia, 30 per cent salicylic acid and 47 per cent of starch and sugar. Dr. Fred Leslie, of the Health Department, testified the Kukay tablets were not aspirin and that the tablets were injurious.

QUOTATIONS ON CHEMICAL STOCKS

	Bid	Asked		Bid	Asked
Am. Ag. Ch.....	100 1/4	101	Int. Agricul. pf.....	48	49
Am. Cot. Oil.....	39	39	Int. Salt	52	62
Am. Cyan.....	25	35	K. Solvay	165	165
Am. Cy pf.....	55	65	Merrimac	94	98
Am. Linseed	45 1/4	45 1/4	Mulfrd Co.	55	60
Am. Malt	4	4	Mutual Co.	150	..
Barrett Co.	102 1/2	103	Niag. A. pf.....	87	92
By. Prod. Col.....	115	118	Nat. A. & C.	13	18
Casein Co.	40	..	N't A. & C. pf.....	65	70
Day Chem. ....	..	..	Fenn. Salt	84	87
Distillers' Secur. ..	50 3/4	50 3/4	Rollin Ch.	40	50
Dow Chem.	205	205	Rol. Ch. pf.	80	90
Dow Ch. pf.	92	96	Semet S.	175	185
Elec. Blch. ....	..	..	Smith Ag. C.	175	185
Fed. Chem. ....	..	90	Solv. Froc.	220	..
Fed. Ch. pf.	98	101	Stand. Ch.	70	90
Free Tx. nw.....	33	35	Un. Drug	90	90
Gen. Chem.	160	172	U. S. Indus. Alcoo.	101 1/4	101 1/4
Grasselli	170	195	Va.-Car. Ch. pf.....	112 1/4	112 1/4
HTk Electro.	70	..	Va.-Car. Chem.	51	51 1/2
H'tk Elec. pf.....	70	85			

Paints, oils, varnishes and chemicals are among Buffalo's products that are in demand overseas, according to William M. Kessel, export secretary of the Buffalo Chamber of Commerce. In one day he received four applications from firms wanting to act as agents for manufacturers of Buffalo. One of these agencies is located in Australia, one in South Africa, one in France and the fourth in the Dutch East Indies.

CHEMICAL EXPORT TRADE OF U. S.

R. H. Martin, Manager of Chemical Department of Gaston, Williams & Wigmore, Discusses America's Future Position as a Chemical Manufacturer—Awakened by the War

Reviewing the chemical industries of the United States in 1913, and discussing America's future position as a chemical manufacturer, R. H. Martin, Jr., manager of the Chemical Department of Gaston, Williams & Wigmore, New York, exporters, writes:

"Our petroleum industry, on account of our natural resources and far-sighted policies, produced approximately two-thirds of the production of the world that year. Figures show somewhat over 400,000,000 barrels produced, of which the United States produced 265,762,000 barrels.

"Second in size was our vegetable oil industry. The figures show we exported these in 1913 as follows: Cotton seed oil, 315,233,000 pounds; cotton seed cake, 1,128,100,000 pounds; corn oil, 19,769,622 pounds; corn cake, 76,262,845 pounds; linseed oil, 1,733,925 gallons; flaxseed cake, 838,119,654 pounds. To this should be added 67,456,832 pounds of compound lard.

"Some other of our industries of which the export slate speaks favorably for 1913, were:

GOODS	QUANTITY	VALUE
Alcohol, wood	1,837,000 gallons	\$788,143.00
Calcium carbide	33,419,375 pounds	990,000.00
Copper sulphate	5,052,680 pounds	262,561.00
Graphite & plumbago	4,503,569 pounds	321,000.00
(unmanufactured)		

Zinc oxide 31,045,147 pounds 1,164,589.00

"Besides these we naturally lead in the naval stores, tallows, stearines and animal products, and also hold our own with cement and sulphur.

"We imported in 1913 potash approximately as follows: Bicarbonate, 150 tons; bichromate, 13 tons; carbonate, 12 tons; caustic, 4,000 tons; chlorate, 600 tons; muriate, 223,887 tons; sulphate, 48,023 tons. These combined with the importations of nitrate, cyanide, prussiate and iodide, made a total of over 300,000 tons of potash.

"In 1912 the Cottrell process of potash recovery was started by Riverside Portland Cement Company in California, and in the same year at the Bethlehem Steel Plant, Bethlehem, Pa. Today potash is being recovered from many sources as by-products, such as cement works, iron furnaces, etc., and it is estimated that if all our iron furnaces adopted the Cottrell process 1,500,000 tons could be recovered annually, or five times our needs from these sources.

"In addition to these is the kelp industry, which will probably cease when the urgent war needs have subsided, and the salt lake deposits in the Western States. Seale's Lake, California, is the largest of these. This industry from crystallization of the brine is now producing 1800 tons of crude potash each month, and when completed will produce 4500 tons per month, analyzing 80 % KCl., and by the same operation is producing 50 tons of borax each day, analyzing 99 1/2 %.

"Before the war our supply of nitrogen was almost entirely from Chilean nitrate of soda, and as the war needs grew, so grew our demand until in 1917 we imported 1,555,839 tons, valued at \$60,283,900. The American Cyanamid Company, appreciating this situation, endeavored to obtain American backing for the first American nitrate fixation plant, but meeting with failure turned to Canada. They are now operating on the Canadian side of Niagara Falls with marked success.

The first American commercial oxidation plant was stated at the Ammo-phos Works of the American Cyanamid Company at Warner, N. J., in 1916, and now has a capacity of 14 pounds of nitric acid per hour.

"In addition to this the old beehive coke ovens have in the majority of instances been replaced by the modern bi-products ovens which are greatly increasing our sulphate of ammonia supply.

"It is estimated that the Shoals U. S. Government Nitrate Fixation Plant, Muscle Shoals, Ala., will produce in 1919 at the rate of 225,000 tons of oxidation ammonia per annum, and when completed electrically will more than supply our entire needs without using any Chilean nitrate at all.

"Other developments have been equally as rapid, it being estimated that we will produce in the United States 1,600,000 tons more of sulphuric acid in 1918 than we did in 1917. Our greatest single chemical development, however, has undoubtedly been in the dye industry.

"There are about 131 concerns in the United States manufacturing synthetic dyes. They are not making all of the 900 supposedly distinct dyes, but nevertheless they are making all that are absolutely needed. These include synthetic indigo, rhodamine, auramine, and many others, with the result that they are fully equal, if not superior to the German goods.

"We have always taken our domestic business seriously, but looked upon our export as merely a market for overproduction, and, in many cases we regret to admit, have considered foreign markets mere dumping grounds for such of our goods as were not readily salable at home.

"In future such tactics must cease absolutely. The fact of the matter is that sharp competition in future will render such methods at least profitless, if not impossible. We must consider our customer in China, South America and elsewhere identically on the same plane as we do those in New Jersey. We must give him quality, service, price and packing to assure a continuation of his patronage. If we do not succeed in meriting the confidence and winning the patronage of overseas clients many of our new industries must close down because they are too big and there are too many of a kind, for domestic production alone. The whole world wants our goods, so it is squarely up to us to go to them, sell them and hold them."

GIBSON-SNOW CO'S. ELECTION

William W. Gibson has been elected first vice-president of the Gibson-Snow Co., Inc., of Albany, to succeed Charles W. Snow, who died recently. Mr. Gibson was formerly secretary of the company. George B. Evans, formerly assistant secretary and assistant treasurer has been chosen secretary-treasurer.

Charles L. Huisking, head of the firm of Chas. L. Huisking, Inc., No. 5 Platt Street, New York, returned last week from a business trip through England. Mr. Huisking was absent about six weeks.

John Bene & Sons, 641 Dean Street, Brooklyn, N. Y., are having preliminary plans prepared for the erection of a new three-story brick chemical works, about 100x100 feet, on Carlton Avenue, near Fulton Street.

The Butterworth-Judson Corporation has arranged for the purchase of land on Avenue R adjoining its works at Newark, N. J., from the Central Railroad of New Jersey. The Public Utility Commission of the state has approved the sale. The site comprises about 12,000 square feet, and will be used later for expansion.

HIGH COSTS DURING WAR ANALYZED

Chairman of Federal Trade Commission Tells Results of Board's Investigations—Places Great Value on Publication of Trade Information and Conferences Between Industries and Government Officials

William B. Colver, chairman of the Federal Trade Commission, in an address at Philadelphia, last week, discussed the work of the Commission during the war, saying:

"The Federal Trade Commission had a peculiar opportunity to sense what was going on, especially in the industrial world. It has been the cost finding agency of the Government; the expert accountant to the War Industries Board and its Price Fixing Committee, to the Army, the Navy, the Food Administration, the Fuel Administration, the Railroad Administration, the Shipping Board, the Post Office and other agencies.

"The cost and profit findings of the Commission developed many facts of interest but was done under such pressure that there has been little time as yet to analyze or interpret the results. Two facts, however, which are generally known, may be mentioned.

"First, the average cost during the war period was much higher than before the war. Such increases were frequently as much as 100 per cent.

"Second, the variation in costs between different companies, often considerable in normal time, was enormously exaggerated under war conditions.

"The great increase in average cost was due in part to increase in cost of the instruments of production and material and supplies; to increased cost of labor partly through increase in wages but more through violent and frequent shifting of labor and a consequent loss of the efficiency that springs from organization, habit of work and special skill; to wastes caused by effort for increased production and, of course, to the general depreciation of money in terms of goods or services. The cost of living continued to mount rapidly and with it wages and labor cost.

"Not the least benefit of cost-finding, incident to price-fixing, was the bringing together, with Government officers, of the representatives of the industries for full and frank discussion of costs, methods, and products.

"From the experience of cost-finding, we believe we may argue for:

"(1) Standardized accounting systems, suited to the various industries.

"(2) Cost and profit accounting for individual products.

"(3) Reasonable standardization of products and elimination of excessive costs due to unnecessary multiplication of styles and types.

"(4) Compilation and issue of current, basic trade information.

"(5) Conferences between industries and Government for the exchange of proper and useful views and information."

J. M. Goetchius, for many years prominent in the affairs of the General Chemical Company, and recently active in War Department work, has taken steps which would appear to indicate his intention to withdraw from the chemical trade. He will become identified with large financial interests, it is reported.

The American Castor Oil Company, Colcord Building, Oklahoma City, Okla., recently organized with a capital of \$100,000, is planning for the construction of a new plant to cost about \$50,000. It is proposed to install machinery to provide for a capacity of about 10 tons every twenty-four hours.

Trade Notes and Personals

Boston firemen had a hard fight December 21 with a fire in the factory of C. I. Hawthaway & Sons, Inc., manufacturers of shoe polishes at 346 Congress Street. It is estimated the loss will reach \$20,000.

John Reardon & Company, soap manufacturers of Cambridge, and a branch of Wilson & Company, Chicago, recently distributed \$5000 as a bonus among employees who have been with the company six months.

Dr. F. G. Mohlau of the National Aniline and Chemical Company recently spoke on "Protection of Health of Employees and Protection of Employer from Unscrupulous Labor," at a meeting of the Physicians and Surgeons' Association in the Larkin Club, Buffalo.

Charles E. Glass, of the Sales Department of the Butterworth-Judson Corporation, has accepted a position with the J. Wiarda & Company, Brooklyn. W. R. McIntosh will succeed to Mr. Glass's position with Butterworth-Judson.

Robert Turnbull Gookin, of 356 Seaver Street, Boston, a graduate of the Massachusetts Institute of Technology and later an instructor in chemistry there, died recently in Savannah, Ga., where he was chief United States Government inspector at the American Sugar Refinery.

Trustee Orrin B. Hughes of the bankrupt estate of the Vermont Fast Black Company has sold the company factory at auction for \$21,000. It was bought for William Beckers of New York City and will be used for business purposes, the nature of which have not been disclosed.

Eighteen thousand gallons of tar contained in four large tanks were destroyed when fire damaged the plant of the Independent Coal Tar Company, of Boston, at Taunton recently. The use of a hot poker to thaw out a frozen feed pipe connecting with one of the tanks is said to have been the cause.

The Hessig-Ellis Drug Company, of Memphis, Tenn., has bought the Muco-Solvent Company, of Chicago and will move the plant to Memphis. The product of the Muco-Solvent Company has been on the market for 30 years and has a large sale in lumber camps and in the South where patent medicines are in demand.

The new synthetic process for making glycerin by fermentation of sugar, described in DRUG AND CHEMICAL MARKETS of December 11, was developed by John R. Oeff, a chemist of the Internal Revenue Division of the Treasury Department. The process was tried out at a plant at Aurora, Ill., and found to be commercially profitable.

The Dr. Haseltine Remedy Company, of Springfield, Mo., which was mentioned in DRUG AND CHEMICAL MARKETS of December 11 as plaintiff in a suit to prevent A. A. Mehl, F. B. Williams and E. I. Haseltine from using the name of the Ozark Medicine Company, are owners of several valuable formulas, and seek to uphold their trade-mark. The defendants are charged with infringing plaintiff's rights and damages of \$35,000 are demanded.

Patents

Granted November 12, 1918

- 1,284,332—James W. Hentz, Baltimore, Md. Closure for bottles, jars, etc.
- 1,284,380—Ernest A. Le Sueur, Ottawa, Ontario, Canada. Art of preparing ammonium perchlorate.
- 1,284,468—Jack D. Sartakoff, New York, N. Y. Apparatus for treating chemicals.
- 1,284,488—Roy F. Steward, Washington, D. C. Method of effecting chemical reactions.
- 1,284,495—Raymond Welch Tunnell, Philadelphia, Pa. Vegetable glue or adhesive.
- 1,284,547—E. Roy Alling, Sodus, N. Y. Labelling-machine.
- 1,284,618—Herbert H. Dow, Midland, Mich., assignor to the Dow Chemical Co., Midland, Mich., a corporation of Michigan. Process of and apparatus for electrolytic production of caustic alkali.
- 1,284,687—Francis A. Howard, Niagara Falls, N. Y. Process for the extraction of lighter hydrocarbons and especially of gasoline and another product from kerosene.
- 1,234,724—Isaac Lifschutz, Hamburg, Germany. Process of obtaining oxycholesterin.
- 1,284,781—Frank M. Rogers, Norwood, Ohio. Machine for loading bottles into boxes.
- 1,284,887—Harry D. Gibbs, San Francisco, Cal. Process for oxidizing the side chains of aromatic hydrocarbons.
- 1,284,888—Harry D. Gibbs, San Francisco, Cal., and Courtney Conover, Philadelphia, Pa. Process for the manufacture of phthalic anhydrid, phthalic acid, benzoic acid, and naphthaquinones.

SEEK USE OF FOREIGN PATENTS

Licenses to manufacture German products under patents registered at Washington have been requested as follows:

Patent No. 828,778, dated August 14, 1906, to Roland H. Scholl, Karlsruhe, Germany, assignor Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany, a corporation, for "Compound of the anthraquinone series and process of making same." License applied for by E. I. du Pont de Nemours & Company, Wilmington, Delaware.

Patent No. 845,129, dated February 26, 1907, to Roland H. Scholl, Karlsruhe, Germany, and Max A. Kunz, Mannheim, Germany, assignors to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany, a corporation, for "Process of preparing anthraquinone compounds." License applied for by E. I. du Pont de Nemours & Company, Wilmington, Delaware.

Patent No. 856,811, dated June 11, 1907, to Roland H. Scholl, Karlsruhe, Germany, assignor to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany, for "Dye of the anthraquinone series and process of making same." License applied for by E. I. du Pont de Nemours & Company, Wilmington, Del.

Patent No. 733,280, dated July 7, 1903, to Karl Schirmacher, of Soden, Germany, assignor to Farbwerke, vorm. Meister, Lucius & Bruening, of Hoechst-on-the-Main, Germany, a corporation of Germany, for "Red azo dye and process of making same." License applied for by Central Dyestuff & Chemical Company, Newark, N. J.

Patent No. 739,579, dated September 22, 1903, to Rene Bohn, Mannheim, Germany, assignor to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany, a corporation, for "Blue coloring-matter." License applied for by E. I. du Pont de Nemours & Company, Wilmington, Delaware.

Patent No. 876,810, dated January 14, 1908, to Max A. Kunz, Mannheim, Germany, assignor to Badische Anilin & Soda Fabrik, Ludwigshafen-on-the-Rhine, Germany, a corporation, for "Anthraquinone dye a process of making same." License applied for by E. I. du Pont de Nemours & Company, Wilmington, Delaware.

The War Trade Board announces that exporters will no longer be required, in making applications for export licenses, to agree that the applicant has not and will not, prior to the issuance of the license applied for, purchase, or otherwise acquire, or commence to manufacture or produce, the articles specified in the application.

The American Oil & Supply Company, 52 Lafayette Street, Newark, N. J., is considering the construction of four or five new buildings at its works at an early date. Plans for these structures have been completed for some time, and actual construction work has been held in abeyance until the return to normal conditions in the building field. The structures will be used for increased capacity.

VETERINARY REMEDIES IN DEMAND IN ALL SECTIONS OF ARGENTINA

Drugs and Chemicals, Surgical Instruments and Incubators Needed on Large Ranches—Many Preparations Made Locally—How to Obtain Trade

(Special Correspondence to DRUG AND CHEMICAL MARKETS)

Buenos Aires, Argentina, Nov. 15—Since Argentina is one of the leading cattle-raising countries, need exists for many veterinary surgeons, and numbers of large supply stores where materials and appliances used by the latter can be obtained. In many cases veterinaries are the proprietors of the establishments, or at least have a connection with them.

In these stores everything pertaining to the health and hygiene of cattle is sold, with surgical instruments, incubators, raw drugs and chemicals. In the pre-war period nearly all of such supplies came from Europe, the cattle remedies nearly always being received ready for use. At the present time these supplies, with the exception of well-known proprietary remedies, are prepared in these establishments. Disinfectants are made there, sheep-dips, insecticides, liniments, ointments, cathartics, and condition powders.

Drugs and chemicals are sold by these houses in large quantities, and it is believed that it would pay for American manufacturers and exporters to get this trade.

In the city of Buenos Aires are more than 200 large racing stables, the racecourse being a favorite amusement of the pastime-loving Argentinian. Practically every one of these racing establishments has its own veterinary, who orders heavily from supply houses.

In the provinces are thousands of estancias, or ranches, all run on sanitary lines by men who continually are trying to raise the quality of their live stock, so as to obtain higher prices. Such men, also, often combine in buying together veterinary products in large quantities, and sometimes do their own importing. Many veterinary establishments have made fortunes during the last few years, as the scarcity of drugs and chemicals has enabled them to charge their customers exorbitant prices.

Drugs and chemicals enter freely in South American countries. Manufactured preparations, however, for internal or external use for man or beast have to be examined and passed by the different departments of hygiene. For Argentina, this department is situated in Buenos Aires. Good reliable preparations always pass; formulas and samples have to be furnished, and it takes from 30 to 90 days, generally, before a preparation is passed and a corresponding sales number given.

Before the war, nearly all proprietary veterinary remedies came from England and this is not to be wondered at, as this country has done more for the cattle industry in the Argentina and Uruguay than all other countries combined. Some preparations, especially insecticides and sheep-dips coming from England have such extensive sales, that, even today, with all the shipping difficulties and very high freight rates, large quantities are still imported. As stated before, local dealers and importers have taken to manufacturing—the demand being far in excess of the supply—stocks of drugs and chemicals that enter into preparations, or are sold in their original form. Stocks are quite low at present and those of some materials are completely lacking, therefore, it would be well for American houses now to try to form connections, and get a firm foothold.

American firms intending to do an export business to South America should bear well in mind the following suggestions:

Be sure that goods are like sample. South America is not a newly-discovered country, not a dumping place

of unsalable stuff. People are intelligent and know how to discriminate.

Ship in strong cases, cleated or metal-banded, as goods often have to stand very rough handling.

Mark gross and net weight on outside of cases.

Remember that the metric system is used in all Latin countries. This applies to all weights and measures, not alone in shipping, but as to the way goods are put up and placed in packages or containers.

Send bills in duplicate, one separate direct to customer, and another with the shipping documents either to bank or customer as arranged. No goods can be taken out of the custom house without shipping documents, so it is not sufficient to know that goods have been shipped. It is of greatest importance that consignee receives bill and documents in time so he will be able to declare the goods in the custom house, as soon as they arrive.

The time limit for such declaration after goods have been discharged from the ship and are on the docks, is 8 days. With a bill on hand, which latter always should also have net and gross weights marked documents time can be extended 30 days; otherwise the delinquent will be fined.

Documents, if possible, ought to be sent out on the same steamer that carries the goods. If this is not possible, make sure they leave on the next steamer. If possible, send duplicate also. Documents are liable to go astray or get lost, especially with the difficulties in shipping at present, so it is best to send duplicates by different boats.

Europeans had studied Argentine trade conditions thoroughly before the war, were fully acquainted with customs laws and shipping conditions, catered to the trade, and exerted themselves so as to avoid giving their customers difficulty. Likewise they tried to curtail all possible expense.

Formerly, Europeans used to give very large credits, but this today is not necessary and will hardly come into vogue again, 30 to 60 days sight drafts being the usual terms. Still, some houses pay cash against documents, New York or other point of embarkation.

Lately, thanks to the good and efficient work of the Commerce Department in Washington, American manufacturers have become more enlightened as to South America, and have become acquainted with the fact that these countries are rich, and offer unlimited opportunities.

The prospective exporter of materials of any description from the United States should remember these precepts clearly in future dealings with Argentinians: treat customers with absolute fairness; avoid deception of any description; stand squarely behind your goods.

ACETONE CONTRACT CANCELLED

Baltimore, Dec. 30—The United States Industrial Chemical Co.'s contract to supply acetone has been cancelled by the government for the purpose of taking an inventory. Operations at the plant have ceased, the material on hand having been used up. The company is a subsidiary of the United States Industrial Alcohol Co.

BENZOL BOUGHT FOR AUTO FUEL

Five cars of benzol were sold last week at nineteen cents a gallon to be used as auto fuel. It freezes at 45 degrees, but when one part benzol is added to one part gasoline the tendency to freeze is lessened. Benzol has been used extensively during the war by Germany as a substitute for gasoline.

The Drug & Chemical Markets

MANY CHANGES IN ESSENTIAL OILS

Prices Slightly Lower Except for Musk and Neroli Oil—Wood Alcohol Higher—Demand for Botanicals Steady—Some Seeds and Leaves Lower

PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced

Asafoetida Gum, U.S.P., 5c@10c	Sneak Root, Canadian, Natural, 6c
Alcohol, Wood, 4½c	Tragacanth Gum, Aleppo Firsts, 10c
Musk, Grain, Tonquin, \$2	Neroli Oil, Bigarade, \$3
Quinine Sulphate, Java, Second Hands, 5c	

Declined

Almond Oil, Artificial, 50c	Lycopodium, U.S.P., 5c
Angelica Root, Domestic, 2c	Mercury, Flasks, \$3
Colchicum Root, 53c	Potassium, Permanganate, U.S.P., 20c@25c
Gelatin, Silver Label, 10c	Sarsaparilla Root, Mexican, 2c
Ipecac Root, Rio, 25c	

Musk, neroli oil, and wood alcohol were advanced in price this week, owing to larger domestic demand. The most numerous price changes were in essential oils, of which there were large importations, and the greater number of changes were recessions.

In botanicals no developments of interest are noted. The demand is steady and prices are being fairly well maintained. A number of manufacturers believe that prices of many products have reached the lowest levels to be expected. Some varieties of seeds and leaves are lower. Miscellaneous drugs and chemicals closed quiet but prices are maintained in the absence of selling pressure.

Acetphenetidin—Owing to lack of demand and selling competition the market closed weak. Offerings are liberal at prices ranging from \$2.75@2.80 a pound.

Almond Oil, Artificial—An inactive demand and lower prices for benzaldehyde, led to a sharp reduction of 50c to \$5@5.25 a pound for the oil. Handlers reported moderate sales at these figures.

Angelica Root, Domestic—In the absence of inquiries and an accumulation of stocks, prices weakened and closed lower. Offerings ranged from 37c@40c a pound, showing a net loss of 2c a pound.

Asafoetida Gum, U. S. P.—In response to larger inquiry due to recurrence of the influenza epidemic, there was a stronger market. Holders raised prices 5c @10c to \$3@3.05 a pound for whole gum and to \$3.10 @3.15 for powdered.

Alcohol, Wood—Manufacturers are quoting refined 97 per cent at \$1, and 95 per cent at 95c@95½c a gallon, an advance of 4½c a gallon. The advance was attributed to the stronger position of the market, owing to the removal of Government control over the production and distribution of supplies and an active demand here from makers of dyes; also inquiries from England.

Camphor—The demand is increasing owing to the influenza. Domestic refiners report sales at \$2.50 a pound. Much of this was Japanese refined. A Government contract was recently placed with domestic refiners for refined camphor in bottles.

Caraway Seed, African—Prices closed lower in response to larger offerings and light demand. Holders lowered prices 2c to 52c@52½c a pound. A parcel of new crop, for shipment as soon as possible from Europe, is offered at 44c@45c a pound.

Chillies—Prices closed slightly easier and the local market is said to be the lowest in the world at the present time. Holders of Mombassa lots are asking 21c@22c a pound, showing a net decline of 1½c a pound.

Cloves—There is a moderate demand, and prices are firm, spot supplies being limited. Holders are quoting Zanzibars at 41½c@42c and Amboynas at 58½c@60c a pound.

Colchicum Root—Increased stocks led to price shading. Sellers are offering parcels 35c lower to \$1.45@2 a pound.

Gelatine, Silver Label—Values eased off slightly on increased offerings and an absence of buyers. Holders in most quarters lowered quotations 10c to \$1.30@1.35 a pound.

Glycerin, C. P.—The market is unchanged and trading is light. Leading interests are holding aloof, pending normal conditions.

Golden Seal Root—Owing to prospects of a heavy demand from exporters, upward price revisions may take place in the near future. For whole root sellers are quoting \$5.30@5.35, and for powdered \$5.65@5.80 a pound.

Ipecac Root, Rio—With larger arrivals expected from the primary market, prices are easier. Stocks are inadequate and fair offerings of the root are being made at 25c lower to \$3.40@3.45, and \$3.70@3.75.

Lavender Oil—With stocks scarce in France, there was a decidedly firmer tone to the New York market. Handlers are asking \$6.50@7 a pound for lavender flowers, U. S. P., and \$1.40@1.50 for spike lots.

Lycopodium, U. S. P.—Selling competition weakened values. Sellers lowered quotations 5c to \$1.45@1.50 a pound.

Mace—The market is dull, but supplies are so small and poorly assorted that prices are likely to rule steady. Sellers are asking former values, except for Batavia, No. 2, which is offered at 1c lower to 44c@45c a pound.

Mercury—In response to larger offerings of supplies for prompt shipment, prices weakened. Leading selling agents are now offering parcels for prompt delivery at \$3 lower to \$115 a flask of 75 pounds.

Musk—All grades rule strong owing to lack of arrivals from China. Holders are naming \$2 higher to \$42@44 an ounce for grain tonquin, while other grades are unchanged.

Neroli Oil—Prices scored substantial advances owing to stocks having dwindled considerably, only small, scattered quantities being available. Sellers raised prices for bigarade \$30 to \$120 and petale to \$130 a pound.

Pimento—According to advices from abroad England has purchased nearly all of this autumn's crop at full values. Spot stocks are small and with prospects of a broader demand, holders remain firm, asking 9¼c@9½c a pound for select lots.

Potassium Permanganate—Owing to an inactive market, prices closed entirely nominal for U. S. P. supplies. Sellers are quoting 20@25c lower in most quarters, ranging from \$1.50@1.60 a pound. Offerings are increasing owing to an accumulation of stocks.

Quinine—Sulphate supplies are scarce, both domestic and Java, and in response to larger inquiries, second hands are asking 5c higher to \$1.10 an ounce for Java quinine. In some sections dealers are quoting \$1.20 an ounce. Domestic makers repeated quotations on the basis of 90c an ounce for sulphate in 100-ounce tins.

Saccharin, U. S. P.—Buyers having withdrawn from the market, business is restricted and only occasional sales of small lots are being effected. Trading in 1919 contracts is held in abeyance and producers are not anxious to place orders, owing to present market conditions. Prices closed nominal at \$7@10.50 for soluble and \$6@10.50 a pound for insoluble, as to brand.

Sarsaparilla Root, Mexican—Owing to liberal offerings, values are tending downward. Sellers lowered quotations 2c to 31c@33c a pound.

Snake Root, Canadian, Natural—Stronger primary markets and a better demand caused an advance in price. Holders are now asking 6c higher to 45c@48c a pound, while stripped root is held at 2c advance, 46c@48c a pound.

Tragacanth Gum—Uncertainty as to future shipments from primary sources, coupled with light supplies here, resulted in an advance. Holders of Aleppo firsts, are quoting 10c higher to \$4.15@4.25 a pound.

WATCH YOUR JOB

Commenting on the demobilization now in progress, Jerry McQuade says in "Drug Topics," published by McKesson & Robbins:

To find employment for these millions of workers, suddenly released, will be no easy task. For the returning soldiers and sailors, the job will be simple—old employers will be glad to make room for them—they did their bit like men and the country is grateful.

But for some of the others—for those who, taking advantage of the shortage of labor created by those who went to war, grabbed industry by the throat and gouged it of wages out of all proportion to the value of their services—it will be more difficult.

The old idea that the employee must give adequate value for what he receives, comes back, as the water returns to its source.

Business has gone "Over The Top" on wages for the last time—the peak has been scaled. Merit, not nerve; worth, not bluff; right, not might, is the only thing that now counts.

This is the time for employees with a good job to freeze on to it tight. Faithful employees will be remembered. Unfaithful ones—the careless, indifferent, arrogant and lazy,—want to look out—Nemesis will get them if they do not brush up and get in tune, quick.

Habitual lateness getting to work, habitual lateness getting back from lunch, habitual lateness in getting jobs finished, habitual hurry to get home, habitual making of costly mistakes, habitual trips to the toilet for a confab on the "peace conference," and for a tete-a-tete about somebody's red hat or new gown, and habitual aversion to hard and efficient work, has had its day—the "Disappearing Club" and the "Rainbow Committee" went out of business November 11th when Foch signed the armistice. Business has winked the eye at these things until it has almost gone blind with the aches and pains of the camouflage. But it's quits now. If we eat turkey, we must earn it.

Ernest V. Gent, of Bush, Beach and Gent, is back in New York after a business trip with John F. Bush to San Francisco, Cal. Mr. Bush will remain West for some time.

HUISKING OPENS LONDON OFFICE

Chas. L. Huisking, of 5 Platt Street, has returned from a trip to London, where he established a branch office, in charge of Joseph A. Huisking, a brother.

During his trip abroad Mr. Huisking visited Liverpool and Manchester, but was prevented from going to France, as he originally intended, because of the length of his stay in England.

"I found trade undeniably dull in England," Mr. Huisking said. "This was due to the ending of the war first, the elections, and the Christmas holidays, which cause a cessation of business for a period. There was a decided spirit of optimism prevalent, however. I knew what to expect because of my connections over there, and things were no worse than I had anticipated.

"The outlook in the chemical line over there is very bright and I am of the opinion that a good export business can be carried on from here. American crude drugs and essential oils are wanted in England as there is a decided shortage of supplies. While this shortage is apparent, a disposition is shown to carry on a hand-to-mouth business in the way of purchasing until the freight situation clears. Rates are exceedingly high, but the belief is expressed that conditions will be relieved in a short time.

"England has made considerable progress in the medicinal line, and business has been well placed. There is a strong desire to secure needed goods from America, and I noted a growing sentiment for co-operation with manufacturers and dealers of this country. The traders there are keenly alive to the fact that there are great possibilities in this direction.

"I found that finances in England are in excellent shape, and no long credits are requested. This is not surprising, when it is considered that the drug and chemical business has made much money during the war."

Referring to the dye trade Mr. Huisking said he believed that two of the leading English establishments in this line were preparing for a great expansion of business.

Mr. Huisking sailed from New York on the Adriatic the second week.

John F. Queeny, president of the Monsanto Chemical Works, St. Louis, was Mr. Huisking's fellow voyager, both going and returning.

The Milliken Brothers Manufacturing Company, Inc., Woolworth Building, New York, has occupied its new plant at One Hundred and Thirty-sixth Street and East River and will begin the installation of machinery for the fabrication of structural shapes to be used for the manufacture of the standard truss unit system of building construction, designed for chemical, oil, drug and affiliated industries. Plans are under way for the proposed new galvanizing plant to be constructed as an addition to the present building, and which will be the largest plant of its kind in New York. C. T. Clack is president and J. E. Jennings, vice-president.

H. C. Harding, Inc., Sedgley and West Seventeenth Street, Philadelphia, Pa., manufacturer of oils, has acquired a two-story factory at 1801 Sedgley Avenue, for a consideration of about \$23,000. The structure will be used for the manufacture of oils and allied specialties.

T. J. Parker, of T. J. Parker, Inc., 92 William Street, New York, well-known in the chemical trade, is still confined to his home in New Jersey by severe illness.

Heavy Chemical Markets

LARGER DEMAND FOR CHEMICALS

Manufacturers Expect Export Trade Will Increase After the First of the Year—Japan Preparing to Supply Foreign Markets—Soda Ash Lower

PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

Advanced

No Advances

Declined

Carbide, 3½¢ per lb.
Muriatic Acid, ¾¢ per lb.
Nitric Acid, 2¢ per lb.

Phosphorus, yellow, 5¢ per lb.
Soda ash, light 58 per cent in bags, 25¢ per cwt.

Slight declines in the prices of a number of products during the week served to swell the volume of trading which has been considerably below normal of late. The number of heavy chemicals which suffered recessions was not large, and shows that factors have complete confidence in the market. Even sales by speculative second hands below the price scale fixed by producers have failed to disturb this stability.

In some cases it was asserted that these second hands were forced to liquidate holdings rather than pay storage and freight charges.

Fully as much business has been done by dealers in chemicals for home consumption as was expected, but the volume of trading in the export line was disappointing. This was not due to the fact that supplies were not available, but was caused by lack of tonnage. Exporters are greatly worried over the outlook in this direction, and the number of ships released from the transport trade for export purposes has not reached hoped-for proportions.

It is stated that Japan intends to produce chemicals in the future so heavily that not only will domestic needs be fully supplied, but considerable material will be available for export. Some of this undoubtedly will find its way to South American countries. It is the question of export at present which is causing the greatest perplexity to the trade.

Among the commodities which declined in price during the week was soda ash, light 58 per cent variety, in bags. This took a drop of approximately 25 cents per hundred pounds. Carbide suffered a decline of about 3½¢ per pound; muriatic acid declined a fraction of a cent; and nitric about 2¢ per pound. Yellow phosphorus is held at about 5¢ per pound less than the previous quotation.

While traders were apparently satisfied with the amount of domestic business transacted during the week, although it was not large, they feel assured that after January 1, greater activity in every line will prevail.

Acids—No more activity has been noted in trading in these products the past week than during the previous week, as traders appear to be waiting until after the holidays. A small volume of trading in sulphuric has been done, but those concerned appeared to be waiting for large transactions until after the Government price is removed. Nitric is quoted at 8¢ per pound. Lactic, 44 degree, is held at 15¢ to 16¢ per pound and the 22 degree at 7¢ to 7½¢. Muriatic, 20 degree, is quoted at 2¢.

Benzoate of Soda—There is little trading in this product, as the demand is light, and supplies are not

as heavy as was the case some time ago. Prices hold fairly steady at a range of \$1.75 to \$1.85 per pound, and considerable strength is noted in the market.

Bicarbonate of Soda—Trading in this product has been featureless for some time, as the demand has been light, and supplies appear to be plentiful, though not so large as to cause recessions of any moment. Second hands are reported offering stocks at prices below those quoted by factors. Quotations are still at a range of 3¾¢ to 4¼¢ per pound.

Bleaching Powder—Despite the fact that this is one of the market leaders, and the commodity is always in demand for both domestic and export purposes, transactions have been light. While traders have great expectations of a heavy business in the export line, they assert that lack of tonnage greatly restricts their efforts, and none ventures opinion as to how soon the situation will be relieved. There is stability to the market, as is shown by prices retaining practically the same level. Drums for export are held at 3¢ to 3¾¢ per pound, while those for domestic use are quoted at 2½¢ to 3¢ per pound.

Carbon Tetrachloride—Supplies of this material are reported fairly plentiful, with spot stocks on the open market in addition to those which go directly to consumers. The market shows some strength. From 15¢ to 16¢ per pound is the range of quotations.

Caustic Potash—Trading in this material shows a degree of firmness that was lacking in a majority of the heavy chemicals during the week. Demand is about equal to supply, which is given as the cause for prices holding at the same level. The 88 to 92 per cent variety is quoted at 67¢ to 70¢ per pound, while the 70 to 75 per cent variety is held at 55¢ to 60¢ per pound.

Caustic Soda—Few transactions of any size were reported for this commodity. There were numerous sales of small lots for domestic use, but export business has not been greatly increased, although supplies are still waiting shipment East and West. Dealers are hoping that the tonnage condition will soon be relieved. The 76 to 78 per cent solid variety is held at \$3.75 to \$4.15 per pound.

Copper Sulphate—Trading conditions for this material have not apparently changed since the previous report, and the market shows a certain amount of firmness, although trading is reported to be of routine character. Prices hold at about the same level, as it is stated no concessions can be made until the price of copper is lower. Until this decline occurs trading is expected to remain at a standstill. For the 98 to 99 per cent product the range is 9¾¢ to 9½¢, and 9¼¢ to 9¾¢ for the 99 per cent variety.

Sal Soda—There has been no change in the volume of trading for this product, as dealers are not forcing sales, and demand is not heavy. Some small transactions were reported, but these were not of sufficient size to warrant price changes. Quotations remained at the range of \$1.10 to \$1.25 per pound.

Silicate of Soda—No trading of special interest has occurred in this commodity for some time. Dealers say they are content to hold on to stocks for the present in the expectation that a change for the better will

result when the holidays are over and conditions are normal. Supplies are of fair size, but no surplus is reported. The 60 degree product is quoted at 5¼¢ to 5½¢ per pound, while the 40 degree variety is at a range of 1¾¢ to 2¼¢.

Soda Ash—Some trading was reported in this material during the week, owing to the fact that prices were lower. The light variety, 58 per cent, in bags, was quoted at \$2.00 per hundred, which was a decline of about 25 cents per hundredweight. Business was reported quiet for the dense variety, which was held at a range of \$2.90 to \$3.50 in bags. Spot stocks in barrels were quoted at \$3.30 per hundred.

C. F. KELLY WITH MONSANTO COMPANY

Charles F. Kelly takes the helm as general sales manager of the Monsanto Chemical Co., of St. Louis, Mo., in the main offices of the company on Monday, Jan. 6. For the last two years he has been in charge of the Heavy Chemical Department of the Ralph L. Fuller & Co., Inc., in their offices at 2 Rector Street, New York City. Mr. Kelly came to the Fuller Company shortly after its organization some twenty-seven months ago. Since that time his activity and ability have attracted considerable attention in the heavy chemical field.

For many years Mr. Kelly has been a personal friend of John Queeny, president of the Monsanto Chemical Company. Their acquaintance ripened during the former connection of Mr. Kelly with Messrs. Park, Davis & Co., and following his service as New England representative for that pharmaceutical house. It was in this field that Mr. Kelly first achieved distinction. He became president of the Traveling Men's Auxiliary of the New York State Pharmaceutical Association. In fact all of his training had been along pharmaceutical lines until his venture with Ralph L. Fuller & Co.

Mr. Kelly's attention will chiefly be directed to the marketing of Monsanto pharmaceutical products. With the advent of Mr. Kelly as general manager, it is understood that the Monsanto Company will make energetic efforts to preserve the American markets for American chemicals against those of foreign origin.

MAY MAKE DYES IN WISCONSIN

The plant of the Barksdale Powder Co., at Ashland, Wisconsin, which had gradually been enlarged since the beginning of the European war until it had become one of the greatest producers of the deadly "T. N. T." explosive in the country, has partly shut down and may be converted into a dye works. The plant was built 10 years ago, with a small capacity, for the manufacture of dynamite for use in the Michigan and Minnesota mining districts and in blowing up tree stumps in the Northwest lumber regions.

Just before the armistice was signed the company employed 5,000 men and was shipping 20 cars of "T. N. T." daily. It was a cargo of explosives from this plant which nearly destroyed the city of Halifax a year ago. Thousands of deep sea mines were filled at this plant in the last few years.

REGISTRATION OF CHEMISTS

The Syracuse Section of the American Chemical Society is planning a permanent home for the 200 members. At a recent meeting a committee was appointed to arrange details. The members discussed the need of better understanding and closer co-operation between the universities and the heads of industry with regard to chemical research, the establishment of a code of ethics for chemists, and the desirability of a registration and license system.

CAUSTIC SODA MARKET IN SOUTH AMERICA

Argentina, Uruguay and Paraguay, or the River Plate countries, as they are called, present one of the best markets in South America for commercial sodium products. This is partly accounted for by the fact that one of the principal industries of the River Plate is meat freezing and the packers are building "frigorificos" equipped with every modern device for utilizing the by-products. One of these by-products, tallow, is now being used for soap making, the necessary caustic for which must be imported. An idea of the amount of soda required for this one industry is conveyed by a recent appeal made by the president of the Union Industrial to the Minister of Foreign Affairs in which he urged the minister to apply to the United States and England to allow monthly exports of 300 tons of caustic soda to Argentina. Another industry which undoubtedly consumes large quantities of sodium products is paper making. The mills in normal times produce about 40 per cent of the paper used in the country.

Caustic soda is the only one of the commercial sodium products imported into Brazil in sufficient quantities to be listed separately in official statistics. It is used in soap and tallow candle factories and to a large extent in the textile industry.

Since the increase in the demand for caustic soda depends directly upon the growth of certain industries, the following figures are enlightening. The Governor of Sao Paulo reports 7 new textile, 4 paper and cardboard, 7 glass, 10 soap and 17 chemical goods factories established within the last three years.

Chile is easily the most important market on the West coast. Soap making is the principal use of caustic soda in Chile. Practically all the laundry soap used is of domestic manufacture. Glass making and the textile industries also increase the need for commercial sodium products. The Chilean Government is encouraging the expansion of manufactures by high protective tariffs and by directly aiding the local factories.

The 1914 statistics of Ecuador show 47,550 kilos of caustic soda imported and 7,619 kilos of silicate of soda or potash. The 1915 statistics show imports of 32,470 kilos of caustic soda, 11,220 kilos of soda ash and 10,995 kilos of silicate of soda.

CHARLESTON CHEMICAL PLANT REBUILT

The plant of the Charleston Chemical Company, near Charleston, W. Va., which was destroyed by fire October 5, has been replaced by temporary buildings and production has been resumed. Six buildings have been constructed on the 40-acre tract belonging to the company, all of which will be replaced by permanent and more substantial structures in the early spring. During October when the plant was burned, the company was making war products, one of the acids produced being used in lacquers for airplanes.

On the first of the year the plant's chief product will be acetic anhydride and acetyl salicylic acid (aspirin). The output of aspirin was 3,000 pounds. They will also manufacture para amido-phenol in quantities of about 1,000 pounds per day. The plant, before its destruction by fire manufactured phenol in large quantities, but with the signing of the armistice it was thought unwise to rebuild the phenol plant. The temporary plant of the Charleston Chemical Company represents an investment of several hundred thousand dollars. When the new steel and concrete manufacturing units are built and all the machinery and manufacturing equipment has been installed the value of the plant will be materially increased.

Color & Dyestuff Markets

COAL-TAR PRODUCTS HOLDING FIRM

In Spite of Large Supplies the Recessions in Price are Slight—Large Producers Holding Output for Export Trade—Few Large Transactions

PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

Advanced

No Advances

Declined

Benzidine, base, 5c per lb.
Paranitraniline, 30c per lb.
Phenol, 5c per lb.

As was anticipated trading was decidedly inactive during the past week, although dealers declared that the outlook was anything but dark. Purchasers were inclined to hold off until after the holidays or until some time when fairly normal conditions are reached. It was believed that this readjustment would be effected very soon.

A majority of those interested in the dye industry were inclined to view the situation optimistically. While no great volume of business was transacted, and there were no price advances, recessions were few. The fact that prices of even those materials of which there would seem to be an oversupply were maintained for the most part, was used as an argument to prove that the industry is on a firm basis.

There were slight declines in a small number of the coal-tar crudes and intermediates. Paranitraniline showed the heaviest recession, about 30 cents a pound.

Of special interest to traders in coal-tar colors was the report that an offer had been made of several tons of English auramine, Double O, imported at a price in the neighborhood of \$6.00. It is stated that the call for auramine has been small of late, as an importation of the Swiss product, totalling about 40,000 pounds, has filled consumers' requirements for the present.

Dealers are looking forward with keen anticipation to the prospect of a heavy export trade within a short time. There is every belief that goods will be in demand not only in Europe but in the Orient, whence many inquiries have been received.

No feature of interest was noted in the market for natural dyestuffs.

Dye Bases and Dyewoods

Albumen—Normal prices still prevail for the Chinese egg product, as there are practically no spot supplies. They range from \$1.50 to \$1.60 per pound. It is stated that producers in the Orient are not turning out supplies in as large quantities as formerly. For the spray egg yolk product the quotation is 75c to 80c, and 55c to 60c for the granular.

Annatto—There is a steady demand for the seed, and supplies are apparently up to requirements with the result that trade in the product moves in a routine channel without special feature. Former price levels are retained, the commodity being quoted at 8¾c to 11c per pound, while the finer grades are still held at a range of 33c to 35c.

Cochineal—Quietness is the prevailing feature of trading, as demand is reported rather light at present, and supplies are fairly plentiful. The market

shows undoubted strength, in spite of dullness, and dealers who have good-sized stocks on hand are not inclined to dispose of them at concessions, as they feel assured that prices will not decline to any extent. Quotations of 80c to \$1.00 per pound have not been changed.

Divi Divi—A fairly good demand is reported for this commodity, with practically no supplies to be found on the open market. Lack of tonnage is still felt, but when more ships are available it is believed that trading will be brisk, as inquiries are frequently received. From \$70 to \$80 a ton is the range of quotations, but these figures are regarded as entirely normal.

Fustic—Supplies of the sticks are said to be barely adequate to meet the demands because of government restrictions, and no spot stocks are in evidence. A revival of interest is looked for as soon as shipments are allowed to come in more freely. Nominal prices are \$60 to \$80 per ton. The solid extract is quoted at a range of 26c to 31c.

Osage Orange Extract—The demand is still reported to be excellent for this product, not only because of the scarcity of fustic supplies, but also from the fact that it seems to fill a real need of the trade. Prices remain unchanged. The powdered variety brings 25c per pound, while the extract is held at 12c.

Coal Tar Crudes

Benzol—The demand for this commodity is reported light, with plenty of supplies. There is a firmness to the market, and prices are unchanged. For carload lots, prompt delivery from works, the pure, water white variety is quoted at 22c, drums extra. The quotation for smaller lots reached a level of 27c but sales have been reported at considerably lower prices.

Naphthalene—No change is reported in the prices for this material, and there has been some little decrease in the volume of trading the past week, as factors say that consumers are holding off from buying the ball variety at present, in hopes of getting a lower price. It is asserted that no decline is expected for some time to come, if at all. The quotation for the English product is given as much higher than the American. The ball commodity is still held at 12½c per pound in carload lots, and 14c for small quantities. For the best grade of the flake quotations are from 9c to 10c per pound; 7¾c to 8¾c for inferior quality.

Phenol—While there has been no great falling off in the price of this product, and there are unverified reports that it was sold at prices far below last week's quotations, there has been only a slight drop, the price now being at a range of 30c to 35c per pound. This is a decline of about 5 cents per pound. Dealers are holding on to stocks in the hope of disposing of them without loss.

Toluol—Transactions in this coal-tar crude were confined to the sale of small lots at the same price quoted previously. It was reported that there had been a slight advance in price, but the statement was not verified. Undoubtedly there are stocks of large size on hand, but a sharp decline in the price is not

anticipated. From 25c to 35c per gallon is quoted as a conservative price range.

Intermediates

Aniline Oil—The demand for this material is reported fair, and stocks are adequate, with the result that prices have remained at the same level. The oil is quoted at 27c to 31c per pound, drums extra, prompt delivery. The oil for red is still held at a range of \$1.15 to \$1.20.

Aniline Salts—Considerable strength is shown in the market for this commodity, as there is a fairly steady demand, and sufficient stocks on hand to meet requirements. Prices hold firm under these conditions, the range being from 40c to 42c per pound, prompt delivery, the higher figure being for less than carload lots.

Benidine—Dealers report that producers are turning out more supplies of this product, to fill the increasing demand, and prices have declined slightly for the base variety, which is quoted at \$1.70 per pound. The sulphate quotation is unchanged, the range being from \$1.40 to \$1.45 per pound.

Betanaphthol—There has been little activity of late in this coal-tar crude, as demand from consumers is not heavy. In spite of this fact prices are well maintained because stocks in second hands are of small proportions, and producers are not disposed to make concessions. The crude is quoted at 40c to 45c, the distilled at 50c to 55c, and the sublimed at 75c to 80c.

Orthotoluidine—The market for this product shows strength, as the demand is fairly heavy, and supplies are adequate to fill this. Stocks are to be found in the open market, but not in sufficient quantities to cause a recession in prices, which remain at the previous level. The quotation range is from 95c to \$1.10 per pound, prompt delivery, according to amount of purchase.

Paranitraniline—While there is a steady demand for this material, and a degree of firmness in the market, more spot supplies are said to be in evidence, and prices have declined. One of the leading producers quotes a range of \$1.40 to \$1.65 per pound, which is a recession of 25c to 30c from the previous price. Second hands hold the commodity at a considerable advance.

GREETINGS FROM KLIPSTEIN & CO.

A. Klipstein & Co. are sending an engraved card of greetings to the trade with a frontispiece of an eagle and the American flag in colors. The sentiment reads:

"During nearly one hundred and fifty years of national life, the American flag has never been lowered in defeat. We now know that Americans have accomplished the overthrow of the greatest military power in the world and in consequence the American flag floats today as 'The Emblem of Liberty in the Whole World.' This is an additional reason why every patriotic American for all future time should acclaim with joy and pride 'The Star Spangled Banner.'"

The big dye works plant at Cable, Wis., is near completion. By February 1 it is probable that the plant will be running with 200 employees. Two buildings, 480 by 80 and 75 by 60 feet, are nearly completed. Five carloads of machinery have arrived. The plant is about a mile from the depot at Cable, on the Omaha railroad. The Sunbeam Chemical Company of Chicago is establishing the industry. A. L. Biglow of Ashland and Driscoll & Hoffman, Chicago members of the company, appear to be in active charge.

DYESTUFF INDUSTRY IN BASEL.

Consul Holland, of Basel, Switzerland, says in a report to the Department of Commerce that the Basel color industry is almost entirely dependent upon other countries for raw products. Since 1914 raw and intermediate products have been imported from England, France, Italy and the U. S. Most of the products for this industry imported from the United States have been delivered to Switzerland through the London Board of Trade. It speaks well for the business management of the color industry that, though all crude materials have had to be imported, the profits have been large. In fact, the color factories have for the most part been able to write off their capital stock and at the same time pay heavy dividends. Owing to the coal shortage, the production of indispensable salts and acids very materially decreased. The export of bulk and cheap colors continued to decrease, but was made up by the heavier exports of the finer colors.

In the latter part of 1917 the factories began to make acetic acid, an indispensable product for the making of synthetic indigo, from calcium carbide. The cultivation of indigo in the eastern countries, owing to the high prices demanded for the synthetic indigo, kept the export of the Swiss product from attaining a higher figure. Sumac was obtained without much difficulty. The price of China galls continued high, owing to the exchange caused by the advance of silver, the cost of this product, delivered in Switzerland, being from 230 to 275 per cent in advance of war prices.

There was an increase in quantity of the total color exports in 1917 over 1916 of 2,021,434 pounds, or 18.6 per cent, while the increase in the value was \$5,988,333, or 37.5 per cent. The exports to the United States in 1916 were 18.3 per cent of the total quantity and 20.5 per cent of the total value, and in 1917, 14.8 per cent of the quantity and 16.3 per cent of the value.

Basel led all other Swiss consular districts in the value of exports to the United States in 1917. The value of drugs and chemicals exported to this country was \$299,167, compared with \$365,000 in 1915. The quantity of aniline colors exported to the United States in 1917 was 1,598,542 lbs. valued at \$2,587,618 against 1,612,583 pounds in 1915 valued at \$2,046,000. Artificial indigo exported in 1917 amounted to 1,532,100 pounds valued at \$1,048,226, compared with 511,055 pounds valued at \$397,742 in 1915.

BRITISH DYE PLANS CRITICIZED

Recently in a memorandum to the Board of Trade the Association of British Chemical Manufacturers expressed their dissatisfaction with the official attitude to the dye-making industry. They made a number of suggestions urging a wider and more comprehensive scheme of a national character. They appealed for an immediate co-operative effort, insisting that there are potential dye-makers who have not been used sufficiently and whose powers of production have not been developed to the extent of which they are capable.

The problem of distributing to the best advantage the large sums of money recently voted by Parliament for the development of the dye industry is one upon which the Association demands to be consulted, says the "Dyer and Calico Printer" of London. Unless co-ordinated action can be brought about to a much greater extent than is at present indicated, the Association believes that the problem of meeting external competition in peace-time will be more difficult and dangerous than is at present foreseen.

The Foreign Markets

PRICES HOLDING FIRM IN LONDON

Few Commodities Show Declines and There are Some Advances—Easier Market for Acetyl Salicylic Acid, Phenacetin, Shellac, Thymol, and Cloves

(Special Cable to DRUG & CHEMICAL MARKETS)

London, December 30.—The markets are without life owing to the holidays and stock taking. No commodities are materially lower and a few show advances. Prices are higher for sulphonal, creosote carbonate, phenazone, and amidopyrin.

There is an easier tone in prices of potassium permanganate, phenacetin, acetyl salicylic acid, shellac, thymol, salol, resorcin, saffron and cloves.

The delay in cables from and to New York from four to seven days is apparently unknown to some leading firms on both sides of the Atlantic and weird results follow. Persistent enquiry at the cable offices as to the length of delay is at present the only remedy to prevent misunderstandings. A large number of the already depleted staffs of experienced operators down with influenza, at both ends, is given as the explanation to which must be added the usual time absorbed by censoring.

There has been a fair amount of business passing during the week and there is an encouraging demand from our colonies and neutral markets especially for heavy chemicals. Several leading steamship companies are now regularly sending out their lists of departures and the General Post Office again publishes daily sheets of outgoing mails. This bright prospect of the re-awakening of the world's markets after over four years of heavy restrictions and the sudden collapse of three Empires within the space of a few weeks, may well be calculated to bring immense and prompt relief alike to producers and distributors who have suffered during the war. It is to be hoped, therefore, that when the great rush of trade comes, as come it must, it will be found that timely measures have been taken to cope with it. Already great strides are being taken by our War Trade Department of the Board of Trade to remove hindrances to export and it is a great relief also to legitimate exportation circles which for so long have suffered in many directions from prohibitions.

AMERICAN CHAMBER IN BUENOS AIRES

A cablegram from Robert S. Barrett, commercial attache, Buenos Aires, Argentina, says:

"American Chamber of Commerce, succeeding American Commercial Club, was organized December 18 under most favorable conditions, starting with 85 members, who contributed 60,000 pesos as an initial fund in addition to annual dues of 240 pesos each. Handsome central quarters have been secured, and a capable permanent secretary has been employed. The new organization is prepared to give information and advice to American manufacturers, to consider arbitration questions, and to assist in developing trade."

Notes on New York Imports

The steamer "Purus" arrived from Ceara with 861 bags of carnauba wax consigned to Lazard Freres & Company. By the same steamer the American Trading Company received 310 bags of carnauba wax from Pernambuco.

Hollingshurst & Company received 3,951 bags of saltpeter by the steamer "City of Bristol" from Calcutta.

A. B. Dingeman received 185 casks of potassium carbonate from Calcutta by the "City of Bristol."

McKesson & Robbins received a consignment of 30 cases of aloes gum from Capatown.

Four hundred bales of cinnamon quills from Colombo were received by Frost & Cundill.

A consignment of 138 cases of cardamom seed and 20 cases of papaine from Colombo, were consigned to Dodwell & Company.

An invoice of 948 bags of nux vomica from Colombo was received by Chas. Pfizer & Company.

Chas. L. Huisling, Inc., received a consignment of 60 cases of lemon grass oil from Colombo.

Brown Bros. & Company received a consignment of 205 drums of sodium sulphide by the steamer "Megantic" from Liverpool.

The steamer "Clothil Cuneo" from Port Antonio brought 124 bags of copra to J. E. Kerr & Company.

Thirty-four casks of oxide of iron arrived by the "Warner Castle" from Liverpool consigned to J. W. Coulston & Company.

Innis, Speiden & Co. received 9 casks of yellow prussiate of soda by the steamer "Cedric" from Liverpool.

An invoice of 160 casks of chalk by the steamer "Cedric" was consigned to the National Aniline & Chemical Co.

A consignment of 4,162 bags of chillies was received by Childs & Josephs by the schooner "Blue Peter" from Durban, South Africa.

Invoices of 180 casks and 35 casks of crude tartar recently landed by the steamer "San Giorgio" from Gibraltar were consigned to the Tartar Chemical Company.

The steamer "Alembic" from St. Johns, N. F., brought 200 tons of cod oil to W. & S. Job & Co.

The Bayard Products Company, Inc., received 40 drums of bisulphate of soda by the steamer "City of Oran" from Glasgow.

Merck & Company and the J. T. Baker Chemical Company each received consignments of 10 casks of crude drugs by the "City of Oran."

BRITISH RESTRICTIONS REMOVED

(Special Cable to DRUG & CHEMICAL MARKETS)

London, December 31.—The Ministry of Munitions has suspended numerous orders affecting coal-tar products, benzol, naphtha, chlorine compounds, bleaching powder, sodium hypochlorite, acetic acid, lime acetate. A reduction in the price of alcohol is promised by the first of the year. Pharmaceuticals are unchanged.

Foreign Trade Opportunities

The Department of Commerce, Washington, D. C., has received the following inquiries for drugs, chemicals and accessories. Reserved addresses may be obtained from the Bureau and its district and cooperative offices. Request for each opportunity should be on a separate sheet and state opportunity number. The Bureau does not furnish credit ratings or assume responsibility as to the standing of foreign inquirers; the usual precautions should be taken in all cases.

27804—An English chemist and dye expert desires to represent an American dye and color manufacturer in England.

27840—A firm in Mexico desires to secure an agency from manufacturers for the sale of pharmaceutical products. Reference.

27841—An agency with stock is desired by a man in France for the sale of paints and varnishes. Correspondence may be in English. Reference.

27847—A man in Australia desires to purchase machinery and plant for the manufacture of glucose from maize. References are furnished.

27857—An agency is desired by a firm in Scotland for the sale of edible cotton-seed oil. Quotations should be made f.o.b. New York, Baltimore, or New Orleans. Payment, cash against documents. Reference.

27859—A new firm recently established by two Government officials in Italy desires to secure an agency on commission for the sale of aniline dyes, electrical machinery and apparatus, and boots and shoes of standard qualities. Correspondence may be in English. References.

27860—The secretary of a commercial association in France desires to represent exporters of food products, vegetable and industrial oils, chemicals, bags and manures. Correspondence may be in English.

27861—A man in Jamaica desires to purchase machine for decorating leaves of the henequen and sisalana. Quotations should be made f.o.b. New York. Cash will be paid.

27865—An American embassy in Europe has recently requested by cable that American manufacturers or exporters ship by next spring 500 tons of pure beeswax without admixture of paraffin for use in the making of church candles.

27869—A firm in England wishes to secure an agency for the sale of proprietary medicines, soaps, perfumery, toilet requisites, chemicals, photographic supplies, etc. References.

27871—A company in France desires to secure an agency for the sale of chemical and pharmaceutical products. Payment to be made against documents at destination. Correspondence should be in French. Reference.

CANCELLATIONS FROM JAPAN

There have been many inquiries from Japanese and Chinese houses regarding prices and the tone of these inquiries indicates that the Oriental firms look for a drop in prices, says the "Journal of Commerce." One letter to an exporter says, "we are awaiting your new price list."

The exporters say there will be very little change in prices when their lists come out and assert that those who have cancelled orders expecting a fall in prices will be very much disappointed.

It appears that the Oriental firms who were doing business with export houses in this country gained the impression that there would be a drop in prices because Germany would come back into the market with her dyes with the resultant fall in prices. They feared, in other words, that they had bought too high. There was some talk at the time that many Japanese houses had been speculating in steel and found themselves temporarily short of funds, being forced to recall their orders for dyes.

Director Clarke, of the New York State Museum, made an intensive study of the graphite deposits in the Adirondacks in the summer of 1917 and published a report. Harold E. Alling, of the museum's staff, who was given the field work upon which the report was based made a thorough personal investigation of nineteen out of twenty-four known deposits of graphite in the Champlain counties, some of which have been worked for forty years, profitably while others have been failures, and to his observation has added exhaustive study of all literature and geological research and discussion. The bulletin comprises 150 pages.

MANY USES OF SOYA BEANS

The Products Enter Into Soap Making, Toilet Powders, Paints, Confectionery, Lubricants, Flour, Soups, Paper Umbrellas, Lanterns, Milk and Waterproof Cloth

In the Far East soya beans are used for the following purposes: (1) For bean sauce or soy ("soya" is a corruption of the Japanese "shoyu"), known to the Chinese as "chiang-yu" and made "by boiling the beans, adding an equal quantity of wheat or barley and leaving the mass to ferment; a layer of salt and three times as much water as beans are afterwards put in when the liquid is pressed and strained." The sauce is clear, resembles Worcestershire sauce, and is used in a somewhat similar way.

(2) For "chiang" or bean paste, eaten with fish, meat, and vegetables, and made by boiling together one part yellow beans and two parts water, grinding the mass into the shape of a pancake, and laying it in a cool place for fermentation; completed after two months, after which salt is added from time to time as the water evaporates, making the mixture ready in two weeks for consumption.

(3) For "tou-fu" or bean curd, made from green or yellow beans by steeping the beans in water, grinding in a stone mill, passing through a strainer (which retains the epidermis of the beans), then boiling in a pot, after which the preparation is poured off into a jar and a well-diluted brine added, which, being stirred in, causes coagulation of the proteid compound legumin or vegetable casein; the mixture is then ready to be drained off and cut into blocks for sale.

(4) For a form of flour, extensively used for bean vermicelli, which is tasty and nutritious.

(5) As a table vegetable.

(6) For soups.

(7) For making confectionery (in Japan).

(8) For oil, as a substitute for lard, as a lubricant, as an illuminant, and to make waterproof cloth, paper umbrellas, and lanterns.

Bean cake is the residue after the oil has been extracted and is extensively used throughout the Far East as a fertilizer and to some extent as cattle feed. Consul Johnson describes the manufacture of bean milk at Changsha from the small yellow soya bean. The product looks like unskimmed cow's milk, has a slight odor of beans, a fat content of 3.1, is not unpleasant to the taste, and can be delivered to customers at Changsha at 50 cents gold per month for 1 pint a day. In the western world the soya bean is used but little as a foodstuff. Its principal use is for oil; a refined variety mixed with other oils serves as a salad oil or in margarine.

One of the principal uses to which bean oil is put in western countries is in soap manufacture, though it is not as good in quality for this purpose as cottonseed oil. It is also used in the manufacture of various edible goods, toilet powders, paint oils, lubrication and lighting oils. The soya bean contains about 18 per cent oil. There are three main classes of soya beans—the yellow, the green, and the black, each with several sub-varieties.

Manchuria is the center of the soya-bean and bean-oil industry, with Dairen as the chief port of export. Dairen exported, during 1917, 110,000 tons of bean oil, valued at 16,000,000 taels or United States dollars, the bulk of which went to America, mostly via direct route to Seattle. This is a surprising record and one that in view of such present factors as high war freights and unfavorable silver will probably be maintained.

Prices Current of Drugs & Chemicals, Heavy Chemicals & Dyestuffs in Original Packages

NOTICE—The prices herein quoted are for large lots in Original Packages as usually Purchased by Manufacturers and Jobbers.

In view of the scarcity of some items subscribers are advised that quotations on such articles are merely nominal, and not always an indication that supplies are to be had at the prices named.

Drugs and Chemicals

Acetanilid, C.P., bbls., blk..lb.	.58	— .60
*Acetone .....	.25 ¹ / ₄	— .25 ³ / ₄
*Acetophenetidin	2.75	— 2.80
*Aconitine, $\frac{1}{2}$ oz. vials.....ea.	—	—
Agar, Agar, See Isinglass.	—	—
No. 1 .....	.90	— .94
No. 2 .....	.85	— .87
No. 3 .....	.75	— .76
Alcohol 188 proof.....gal.	—	4.91
190 proof, U.S.P.....gal.	—	4.97
Cologne Spirit, 190 proof.....gal.	—	5.06
Wood, ref. 95 p.c.....gal.	1.00	— 1.01
97 p.c.....gal.	.97	— .97 ¹ / ₂
Denatured, 180 proof.....gal.	.65	— .66
188 proof .....	.66	— .67
Aldehyde	1.25	— 1.45
Almonds, bitter .....	.41	— .45
Sweet .....	.28	— .29
Meal .....	.35	— .37
Aloin, U.S.P. powd.....lb.	.99	— 1.03
Aluminum (see Heavy Chemicals)	—	—
Ambergris, black	10.00	— 14.00
Grey	27.00	— 29.50
Ammonium, Acetate, cryst.....lb.	.80	— .85
Benzoate, cryst., U.S.P.....lb.	—	11.00
Bichromate, C. P.....lb.	—	1.20
Bromide, gran., bulk.....lb.	.70	— .71
Carb.Dom.U.S.kegs, powd. lb.	.14 ¹ / ₂	— .15
Citrate, U.S.P.....lb.	—	1.31
Green scales, U.S.P.....lb.	—	.97
Hypophosphite	—	2.15
Iodide	—	4.20
Molybdate, Pure	—	7.00
Muriate, C. P.....lb.	—	.45
Nitrate, cryst., C. P.....lb.	.25	— .26
Gran.....lb.	—	.54
Oxalate, Pure	—	1.15
Persulphate	—	1.25
Phosphate (Dibasic) .....	.50	— .60
Salicylate	1.60	— 1.63
Amyl Acetate, bulk, drums.gal.	5.30	— 5.35
Antimony Chlor. (Sol. butter of Antimony) .....	.18	— .20
Needle powder .....	.14	— .15
Sulphate, 16-17 per cent free sulphur .....	.35	— .74
Antipyrine, bulk	21.00	— 23.00
Apomorphine Hydrochloride.oz.	—	31.20
Areca Nuts .....	.34	— .39
Powdered .....	.44	— .45
Argols .....	.16	— .18
*Arsenic, red .....	.45	— .54
*White .....	.09	— .10
Atropine, Alk. U.S.P., 1-oz. v. oz.	—	47.50
Sulphate, U.S.P., 1-oz. v. oz.	—	37.50
Balm of Gilead Buds.....lb.	1.45	— 1.50
*Barium Carb. prec., pure.....lb.	—	.50
*Chlorate, pure .....	.50	— .60
Bay Rum, Porto Rico.....gal.	3.50	— 3.65
St. Thomas	gal. 3.70	— 3.80
Benzaldehyde (see bitter oil of almonds)	—	—
Benzol, See Coal Tar Crudes	—	—
Berberine, Sulphate, 1-oz.c.v.oz.	2.50	— 3.00
Beta Naphthol (see Intermediates)	—	—
Bismuth, Citrate, U.S.P.....lb.	—	3.50
Salicylate	—	3.35
Subcarbonate, U.S.P.....lb.	—	3.50
Subgallate	—	3.50
Subiodide	—	5.60
Subnitrate	—	3.30
Tannate	—	3.15
Borax, in bbls., crystals.....lb.	—	.07 ³ / ₄
Crystals, U.S.P., Kegs.....lb.	—	.08 ¹ / ₄
Bromine, tech., bulk.....lb.	—	.55
Burgundy Pitch, Dom.....lb.	.08	— .08 ¹ / ₂
*Imported59	— .60

*Nominal.

†Fixed Government price.

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Conserve:—

GLYCERINE

By using:—

NULOMOLINE "T.P."

And save money.

All users of Glycerine should study the many advantages of Nulomoline "T.P."

Manufactured by:

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To Chemical Manufacturers

MANUFACTURERS desiring to increase their sales of CHEMICALS, etc., on the ENGLISH market, and wishing to take advantage of the services of a good sound Firm, established in 1830, with valuable connections in GREAT BRITAIN, are requested to correspond, with a view to post-war business, with:

ALEX. H. PICKERING
4, Cullum St., LONDON, Eng.

Cadmium Bromide, crystals..lb	1.75	— 1.80
Iodide	—	4.40
Metal sticks	1.50	— 1.60
Caffeine, alkaloid, bulk.....lb.	10.00	— 11.75
Hydrobromide	10.70	— 12.00
Citrate, U.S.P.....lb.	8.00	— 8.05
Phosphate	14.00	— 15.00
Sulphate	15.00	— 16.00
Calcium Glycerophosphate ..lb.	1.80	— 1.85
Hypophosphite, 100 lbs.....lb.	1.00	— 1.05
Iodide	—	4.10
Phosphate, Precip. ....lb.	.21	— .23
Sulphocarbonate	1.02	— 1.07
Calomel, See Mercury.	—	—
*Camphor, Am. ref'd bbls.bk.lb.	—	—
Square of 4 ounces.....lb.	—	—
16's in 1-lb. carton.....lb.	—	—
24's in 1-lb. carton.....lb.	—	—
32's in 1-lb. carton.....lb.	—	—
Cases of 100 blocks.....lb.	—	—
Japan, refined, $\frac{2}{3}$ lb. slabs..lb.	2.50	— 2.55
Monobromated, bulk	4.25	— 4.35
Cantharides, Chinese .....	.95	— .99
Powdered	1.30	— 1.25
Russian, whole	3.50	— 3.60
Powdered	3.75	— 4.00
Carbon disulphide, tech 500 lbs. bulk .....	.09	— .10
Casein, C. P.....lb.	.45	— .49
Cerium Oxalate .....	.60	— .62
Chalk, prec. light, English..lb.	.06	— .07 ¹ / ₄
Heavy .....	.03 ¹ / ₄	— .05
Chloral Hydrate, U.S.P. crystals, drums incl'd 100lb. lotslb	—	— 1.25

*Nominal.

Charcoal Willow, powdered..lb.	.06 ¹ / ₄	— .07
Wood, powdered .....	.07	— .09
Chlorine, liquid .....	.15	— .24
Chloroform, drums, U.S.P.....lb.	—	.48
Chrysarobin, U.S.P.....lb.	5.30	— 5.40
Cinchonidin, Alk. crystals—oz.	—	1.06
Cinchonine, Alk., crystals.....oz.	—	.61
Sulphate	—	.35
Cinnabar	—	3.45
Civet	3.00	— 3.20
obalt, pow'd (Fly Poison).....lb.	.45	— .49
Oleate .....	.65	— .96
Cocaine, Hydrochl. gran.....oz.	11.00	— 11.25
cryst., bulk	11.25	— 11.50
Cocoa Butter, bulk.....lb.	.34	— .35
Cases, fingers .....	.40 ¹ / ₄	— .41
Codeine, Alk., Bulk.....oz.	—	11.15
Nitrate, Bulk	—	10.00
Phosphate, Bulk	—	8.35
Sulphate, Bulk	—	8.90
Colloidion, U.S.P.....lb.	.41	— .45
*Colocyth, Apples, Trieste..lb.	.30	— .35
Pulp, U.S.P.....lb.	.45	— .49
Spanish Apples .....	.44	— .45
Corrosive Sublimate, see Mercury.	—	—
Coumarin, refined	15.00	— 16.00
Cream of Tartar, cryst.U.S.P.lb.	—	.68 ¹ / ₄
Powdered, 99 p.c.....lb.	1.85	— 1.95
reosote, U.S.P.....lb.	26.00	— 27.50
*Carbonate	—	.25
Cresol, U.S.P.....lb.	.18	— .25
Cuttlefish Bones, Trieste.....lb.	.47	— .54
Jewelers, large	1.74	— 1.80
Small	1.75	— 1.80
French .....	.43	— .49
Dover's Powder, U.S.P.....lb.	2.90	— 3.00
Dragon's Blood, Mass.....lb.	.29	— .34
*Reeds	4.90	— 5.20
Emetine, Alk., 15 gr. vials.....ea.	—	2.75
Hydrochloride, U.S.P. 15 gr. vials	—	1.85
Epsom Salts (see Mag. Sulph.)	—	—
Ergot, Russian	2.50	— 2.55
Spanish	2.50	— 2.55
Ether, U.S.P., 1900.....lb.	—	.28
Washed	—	.32
U.S.P., 1880	—	.24
Eucalyptol	1.29	— 1.30
Formaldehyde	1.30	— 1.35
Gelatin, silver	1.30	— 1.30
*Gold	—	—
*Glycerin, C. P., bulk.....lb.	—	2.19 ¹ / ₄
Drums and bbls., added.....lb.	.20	— .23
*C.P. in cans .....	.22	— .23
*Dynamite, drums included..lb.	.22	— .23
*Saponifications, loose	1.19 ¹ / ₂	— 1.12
*Soap, Lye, loose .....	.10	— .11
Grains of Paradise	1.30	— 1.35
Guaiacol, liquid	18.00	— 19.00
Guarana .....	.90	— .95
Haarlem Oil, bottles.....gross	5.00	— 8.60
Hexamethylenetetramine	1.30	— 1.35
Hops, N. Y., 1918, prime.....lb.	.30	— .31
Pacific Coast, 1918, prime lb.	.30	— .31
Hydrogen Peroxide, U.S.P., 10 gr. lots	—	—
4-oz. bottles	—	7.25
12-oz. bottles	—	16.25
16-oz. bottles	—	19.25
Hydroquinone, bulk	2.85	— 3.00
Iodine, Resublimed, bulk.....lb.	4.25	— 4.30
Iodoform, Powdered, bulk.....lb.	—	5.55
Crystals	—	1.31
Iron Citrate, U.S.P.....lb.	—	1.64
Green scales, U.S.P.....lb.	—	1.21
Phosphate, U.S.P.....lb.	—	1.26
Pyrophosphate, U.S.P.....lb.	.80	— .81
*Isinglass, American .....	.900	— 9.20
Russian	—	—
See Agar Agar	—	—
Kamala, U.S.P.....lb.	3.20	— 3.40
Kola Nuts, West Indies.....lb.	.39	— .42
Lanolin, hydrous, cans U.S.P.lb.	.49	— .51
Anhydrous, cans .....	.49	— .51
Lead Iodide, U.S.P.....lb.	—	2.95
Licorice, U.S.P., Syrian.....lb.	.24	— .30
*Sticks, bbls. Corigliano.....lb.	.82	— .83
Lupulin	3.00	— 3.20
Lycopodium, U.S.P.....lb.	1.45	— 1.50
Magnesium Carb. U.S.P.bbls.lb.	2.40	— 4.55
Glycerophosphate	1.65	— 1.70
Hypophosphite	—	1.80
Iodide	—	1.10
Oxide, tins light	—	2.15
Peroxide, cans	—	—

*Nominal.

†Government fixed price.

Drugs & Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Magnesium Salicylate.....lb.	1.30	— 1.37
Sulphate, Epsom Salts, tech.	100-lbs.	3.37½ — 3.45
U. S. P. ....100-lbs.	3.62½ — 3.87	
Manganese Glycerophos.....lb.	3.35	— 3.40
Hypophosphite.....lb.	1.65	— 1.70
Iodide.....lb.	—	4.85
Peroxide.....lb.	.75	— .80
Sulphate, crystals.....lb.	.60	— .67
Manna, large flake.....lb.	.75	— .85
Small flake.....lb.	.58	— .60
Menthol, Japanese.....lb.	7.00	— 7.25
Mercury, flasks, 75 lbs.....lb.	—	115.00
Bisulphate.....lb.	—	.95
Blue Mass.....lb.	—	.95
Powdered.....lb.	—	.97
Blue Ointment, 30 p.c.....lb.	—	.93
50 p.c.....lb.	—	1.30
Mercury, Calomel, Amer.....lb.	—	2.00
Corrosive Sublimite cryst.....lb.	—	1.84
Powdered, Granular.....lb.	—	1.79
Iodide, Green.....lb.	—	4.25
Red.....lb.	—	4.35
Yellow.....lb.	—	4.25
Red Precipitate.....lb.	—	2.19
Powdered.....lb.	—	2.26
White Precipitate.....lb.	—	2.29
Methylene Blue, medicinal.....lb.	13.00	— 15.00
Milk, powdered.....lb.	.16	— .19
Mirbane Oil, refined, drums lb.	.17½	— .19½
Morphine, Acet. bulk.....oz.	—	12.80
Sulphate, bulk.....oz.	—	11.80
Diacetyl, Hydcl., 5-oz. cansoz.	—	15.90
Moss, Iceland.....lb.	.21	— .23
Irish.....lb.	.11½	— .13
Musk, pods, Cab.....oz.	25.00	— 26.00
Tonquin.....oz.	18.50	— 19.00
Grain, Cab.....lb.	42.00	— 44.00
Tonquin.....lb.	30.00	— 30.10
Synthetic.....lb.	30.00	— 30.10
Naphthalene, See Coal Tar Products.	—	—
Nickel and Ammon. Sulphate lb.	—	.22
Sulphate.....lb.	.27	— .29
Nux Vomica, whole.....lb.	.10½	— .11
Powdered.....lb.	.14	— .18
*Opium, cases, U.S.P.....lb.	—	22.50
Granular.....lb.	—	25.50
Powdered, U.S.P.....lb.	—	24.50
Oxgall, pure U.S.P.....lb.	1.50	— 1.55
Papain.....lb.	4.70	— 5.20
Paraffin White Oil, U.S.P. gal.	3.10	— 3.60
Paris Green, kegs.....lb.	.40	— .42
Petrolatum, light amber bbls lb.	.09½	— .10
Cream White.....lb.	.09	— .09½
Lily White.....lb.	.14	— .15
Snow White.....lb.	.16	— .17
Phenolphthalein.....lb.	5.00	— 5.50
Phosphorus, yellow.....lb.	1.35	— 1.40
Red.....lb.	1.70	— 1.80
Pilocarpine.....lb.	16.00	— 16.20
Poppy Heads.....lb.	1.45	— 1.50
Potassium acetate.....lb.	1.10	— 1.15
Bicarb.....lb.	.70	— .75
Bisulphate.....lb.	.45	— .60
C. P.....lb.	.75	— .85
Bromide Crystals, bulk.....lb.	—	.71
Granulated.....lb.	—	.66
Chromate, crystals, yellow, tech. 1-lb. c. b. 10.....lb.	—	1.70
Citrate, bulk U.S.P.....lb.	—	2.02
Glycerophosphate, bulk.....oz.	—	1.45
Hypophosphite, bulk.....oz.	2.15	— 2.20
Iodide, bulk.....lb.	—	3.75
Lactophosphate.....oz.	—	.25
Permanganate, U.S.P.....lb.	1.50	— 1.60
Salicylate.....lb.	2.00	— 3.75
Sulphur, C.P.....lb.	1.11	— 1.16
Tartrate, powdered.....lb.	1.31	— 1.32
Procaine, oz. bottles.....lb.	7.00	— 7.50
5 gr. bottles.....lb.	1.50	— 1.60
Quinine, Bisulphate, 100 oz.	—	.90
tins.....oz.	—	.90
Sulphate, 100 oz. tins.....oz.	—	.91
50-oz. tins.....oz.	—	.92
25-oz. tins.....oz.	—	.94
5-oz. tins.....oz.	—	.98
1-oz. tins.....oz.	—	.98
Second Hands, Java.....oz.	1.10	— 1.10
Second Hands, American.....oz.	1.10	— 1.15
*Amsterdam.....oz.	—	—
*German.....oz.	—	—
*Java.....oz.	—	1.06
Quinidine Alk. crystals, tins oz.	—	.70
Sulphate, tins.....oz.	7.75	— 7.90
Resorcin crystals, U.S.P.....lb.	—	.47
Rochelle Salt, crystals, bxs. lb.	—	46½
Powdered, bbls.....lb.	7.00	— 10.50
Saccharin, U.S.P., soluble.....lb.	6.00	— 10.50
U.S.P., Insoluble.....lb.	30.00	— 30.50
Salicin, bulk.....lb.	30.00	— 30.50
*Nominal	—	—

WHERE TO BUY

POTASSIUM CARBONATE

all grades

SACCHARIN INSOLUBLE

spot and future

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13-21 Park Row N. Y. City

1892 ALEX. C. FERGUSON, JR. 1918

DYESTUFFS and CHEMICALS

Fuchsine Crystals, Bismark Brown, Acid

Scarlet, Ponceau

Phthalic Anhyd.—Red Prussiate

Dyewood Extracts

450 Chestnut Street

Philadelphia

Salol, U.S.P., bulk.....lb.	1.55	— 1.60
andalwood.....lb.	—	.60
Ground.....lb.	—	.65
Santonin, cryst., U.S.P.....lb.	49.00	— 49.25
Powdered.....lb.	49.50	— 49.75
Scammony, resin.....lb.	2.95	— 3.20
Powdered.....lb.	3.05	— 3.30
Seidlitz Mixture, bbls.....oz.	—	.66½
Silver Nitrate, 500 oz. lots.....lb.	—	.75
Soap, Castile, white, pure.....lb.	.75	— .80
Marseilles, white.....lb.	.18	— .19
Green, pure.....lb.	.17	— .18
Ordinary.....lb.	.14	— .15
Sodium, Acetate, U.S.P., gran.....lb.	.25	— .29
Benzoate, gran. U.S.P.....lb.	2.40	— 2.50
Bicarb, U.S.P., powd., bbls. lb.	.03½	— .04
Bromide, U.S.P., bulk.....lb.	.60	— .61
Sodium, Cacodylate.....oz.	2.50	— 3.50
Chlorate, U.S.P. 8th Rev.	—	.50
crystals, c. b. 10.....lb.	—	.52
Granular, c. b. 10.....lb.	—	.52
Citrate, U.S.P., cryst.....lb.	—	1.08
Granular, U.S.P.....lb.	—	1.18
Glycerophosphate, crystals lb.	2.20	— 2.25
Hypophosphite, U.S.P.....lb.	3.35	— 3.40
Iodide, bulk.....lb.	—	3.90
Phosphate, U.S.P., gran.....lb.	—	.13
Recryst.....lb.	.17	— .18
Dried.....lb.	.25	— .26
Salicylate, U.S.P.....lb.	.85	— .95
Sulph. (Glauber's Salt).....lb.	—	.12
Spermacti, blocks.....lb.	.27	— .28
Spirit Ammonia, U.S.P.....lb.	.45	— .55
Aromatic, U.S.P.....lb.	.47	— .50
Nitrous Ether, U.S.P.....lb.	.48	— .49
Ether Comp.....lb.	—	1.65
Storax, liquid cases.....lb.	3.60	— 4.60
Strontium Brom. Cryst, blk. lb.	.60	— .61
Iodide, bulk.....lb.	—	3.50
Nitrate.....lb.	.24	— .29
Salicylate, U.S.P.....lb.	1.25	— 1.30
Strychnine Alk., cryst.....oz.	—	1.80
Acetate.....oz.	—	1.80
Nitrate.....oz.	—	1.80
Sulphate, crystals, bulk.....oz.	—	1.40
Sugar of Milk, powdered.....lb.	—	.58
Sulphonal, 100-oz. lots.....lb.	1.15	— 1.20
Sulphonethymethane, U.S.P. lb.	13.00	— 14.00
Sulphonmethane, U.S.P.....lb.	16.00	— 16.75
Sulphur, roll, bbls.....100 lbs.	—	2.20
Flour, com'l.....100 lbs.	—	2.50
Flowers.....100 lbs.	—	3.55
Tamarinds, bbls.....per keg	.35	— .16
Tartar Emetic, tech.....lb.	6.95	— 7.40
U.S.P.....lb.	.67	— .67½
Terpin Hydrate.....lb.	.73	— .73½
Thymol, crystals, U.S.P.....lb.	.49	— .50
Iodide, U.S.P., bulk.....lb.	13.50	— 14.00
Tin, bichloride, bbls.....lb.	15.45	— 16.00
Oxide, 500 lb. bbls.....lb.	.28	— .29
olul. See Coal Tar Crudes.	—	.90
*Turpentine, Venice, True.....lb.	5.80	— 6.00
Artificial.....lb.	.14	— .15
Spirits, see Naval Stores.	—	—
Vanillin.....oz.	.87	— .89
White Hazel, Ext., dble. ext.	1.18	— 1.20
Zinc Carbonate.....gal.	.21	— .22
Chloride.....lb.	.14	— .15
Iodide, bulk.....lb.	—	4.00
Metallic, C. P.....lb.	.45	— .75
Oxide, U.S.P., bbls.....lb.	.35	— .37
*Nominal	—	—

Acids

Acetic, 28 p.c.....lb.	.06½	— .06¾
*Glacial.....lb.	.22	— .25
Acetyl-salicylic.....lb.	2.50	— 3.00
Benzoic, from gum.....lb.	—	—
U.S.P. ex. toluol.....lb.	1.75	— 1.85
Boric, cryst., bbls.....lb.	.13½	— .15
Powdered, bbls.....lb.	.13½	— .15
Butyric, Tech., 60 p.c.....lb.	1.45	— 1.55
Cemphoric.....lb.	4.40	— 4.50
*Carbolic crys., U.S.P., drs.....lb.	.25	— .30
1-lb. bottles.....lb.	.50	— .51
5-lb. bottles.....lb.	.48	— .49
0 to 100-lb. tins.....lb.	.45	— .47
Chromic, U.S.P.....lb.	1.25	— 1.50
hyrsophic.....lb.	6.20	— 6.35
Citric, crystals, bbls.....lb.	1.25½	— 1.25½
Powdered.....lb.	.98½	— 1.00
Second hands.....lb.	1.16	— 1.25
Cresylic, 95-100 p.c.....gal.	1.15	— 1.25
Formic, 75 p.c., tech.....lb.	.36½	— .38
Gallic, U.S.P., bulk.....lb.	1.60	— 1.65
Glycerophosphoric.....lb.	3.45	— 5.00
Hydrolic, sp. g. 1.150.....oz.	.25	— .30
Hydrobromic, Conc.....lb.	2.40	— 2.45
Hydrocyanic, 2 p.c. U.S.P.....lb.	.18	— .20
Hydrofluoric, 48 p.c. C.P.....lb.	.11	— .11½
Hydroisocitric, 10 p.c. tech.....lb.	.40	— .45
20 p.c. tech.....lb.	.50	— .60
Hypophosphorous, 50 p.c.....lb.	—	2.50
U.S.P. 10 p.c.....lb.	.65	— .70
*Lactic, U.S.P., VIII.....lb.	2.15	— 2.25
*U.S.P., IX.....lb.	2.25	— 2.40
Molybdic, C.P.....lb.	6.90	— 7.40
Muriatic 20 deg. carboys.....lb.	—	.02
Nitric, 42 deg. carboys.....lb.	—	.08
Nitro Muriatic.....lb.	.20	— .23
Oleic, purified.....lb.	.23	— .28
Picric, cryst., bbls.....lb.	.36	— .37
*Picric, kegs.....lb.	—	—
Phosphoric, 85-88 p.c. syr. U.S.P. lb.	.45	— .46
50 p.c. tech.....lb.	.23½	— .25½
Pyrogallol, resublimed.....lb.	3.30	— 3.35
Crystals, bottles.....lb.	2.90	— 3.10
Pyroigneous, purified.....lb.	.05	— .05½
Technical.....gal.	12	— 12½
Salicylic, Bulk, U.S.P.....lb.	.85	— .90
Stearic, triple pressed.....lb.	.26	— .28
Sulphuric, C.P.....lb.	.08	— .09
66 deg. tech. f.o.b. wks.....lb.	—	25.00
*Sulphurous.....lb.	.05	— .06½
Tannic, technical.....lb.	.65	— .85
U.S.P., bulk.....lb.	1.40	— 1.45
Tartaric Crystals, U.S.P.....lb.	.65	— .85
Powdered, U.S.P.....lb.	—	.86½
Trichloroacetic, U.S.P.....lb.	4.40	— 4.50

Essential Oils

Almond, bitter.....lb.	13.00	— 13.25
Tech. Artificial.....lb.	5.00	— 5.25
Free from chlorine.....lb.	5.50	— 5.75
Amber, crude.....lb.	2.40	— 2.50
Rectified.....lb.	4.00	— 4.15
Anise, U.S.P.....lb.	1.65	— 1.70
Bay.....lb.	2.90	— 3.00
Bergamot.....lb.	7.00	— 7.25
*Synthetic.....lb.	4.50	— 4.75
Bois de Rose.....lb.	5.00	— 5.25
Cade.....lb.	1.00	— 1.10
Cajuput, bottle, Native, ca.....lb.	.75	— .85
Camphor.....lb.	.12	— .14
Japanese, white.....lb.	.24	— .25
Caraway, Rectified.....lb.	7.75	— 7.90
Cassia, 75-80 p.c.....lb.	—	2.80
Lead, Free.....lb.	2.85	— 2.90
*Redistilled, U.S.P.....lb.	—	3.50
Cedar Leaf.....lb.	1.10	— 1.25
Cedar Wood.....lb.	.22	— .24
Cinnamon, Ceylon, heavy.....lb.	23.00	— 24.00
Citronella, Native.....lb.	.75	— .77½
Java.....lb.	.75	— .77½
*Cloves, can.....lb.	3.25	— 3.30
*Bottles.....lb.	3.35	— 3.40
Copaiba, U.S.P.....lb.	.95	— 1.00
Coriander, U.S.P.....lb.	—	.32
Cubebs, U.S.P.....lb.	8.50	— 8.75
Cumin.....lb.	—	10.00
Erigeron.....lb.	4.25	— 4.50
Eucalyptus, Australian, U.S.P. lb.	.60	— .65
Fennel, sweet, U.S.P.....lb.	3.75	— 4.00
Geranium, Rose Algerian.....lb.	10.25	— 10.30
Bourbon (Reunion).....lb.	10.00	— 10.15
Turkish (Reunion).....lb.	5.25	— 5.50
*Ginger.....lb.	8.00	— 8.25
Gingergrass.....lb.	—	3.25
Hemlock.....lb.	1.05	— 1.20
Juniper Berries, rect.....lb.	11.25	— 11.50
*Nominal	—	—

Drugs & Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Juniper Berries, Twice rect.	lb.	12.75	-13.00
Wood	lb.	2.00	-2.15
Lavender Flowers, U.S.P.	lb.	6.50	-7.00
Garden Spike	lb.	.65	-1.00
Lemon, U.S.P.	lb.	1.50	-1.60
Lemongrass, Native	lb.	1.90	-2.05
Limes, Expressed	lb.	1.40	-1.45
Distilled	lb.	5.25	-5.35
Linaloe	lb.	1.80	-1.90
Mace, distilled	lb.	5.00	-5.25
*Mustard, natural	lb.	2.35	-2.40
Artificial	lb.	17.00	-18.00
Neroli, bigarade	lb.	—	-120.00
Petale	lb.	—	-130.00
Artificial	lb.	18.00	-18.50
Nutmeg, U.S.P.	lb.	2.30	-2.35
Orange, bitter	lb.	2.00	-2.05
Sweet, West Indian	lb.	1.80	-1.90
Italian	lb.	2.90	-3.05
*Orris Concrete	oz.	5.15	-5.25
Origanum, Imitation	lb.	.50	—
Patchouli	lb.	26.00	-28.00
Pennyroyal, domestic	lb.	1.75	-1.85
Imported	lb.	1.25	-1.30
Peppermint, tins	lb.	5.10	-5.25
Bottles	lb.	6.00	-6.50
Bulk	lb.	5.05	-5.15
Petit Grain, So. America	lb.	3.50	-3.75
French	lb.	8.50	-8.65
Pinus Sylvestrus	lb.	—	-2.25
Pumilio	lb.	6.00	-6.25
Rose, French	oz.	25.00	-25.50
Synthetic, red	lb.	36.00	-40.00
Rosemary, French, U.S.P.	lb.	1.50	-1.60
Sefrol	lb.	—	-65
Sandalwood, East India	lb.	13.25	-13.50
Sassafras, natural	lb.	2.25	-2.40
Artificial	lb.	.50	—
Savin	lb.	6.00	-6.25
Spruce	lb.	1.15	-1.25
*Spearment	lb.	—	-5.50
Tansy, Amer.	lb.	4.25	-4.50
Thyme, red, French, U.S.P.	lb.	1.05	-1.15
White, French	lb.	2.25	-2.35
Wintergreen, U.S.P.	lb.	7.50	-8.00
Synthetic, U.S.P. bulk	lb.	.90	-1.10
Wormseed, Baltimore	lb.	—	-4.50
Wormwood, Dom.	lb.	5.50	-5.55
Ylang Ylang, Bourbon	lb.	—	-18.00
Manila	lb.	—	-40.00
Artificial	lb.	—	-12.00

OLEORESINS

*Aspidium (Malefern)	lb.	11.50	-12.00
Capsicum, 1-lb. bottles	lb.	4.50	-4.75
Cubeb	lb.	7.50	-7.75
*Ginger	lb.	3.75	-4.00
*Parsley Fruit (Petroselinum)	lb.	7.50	-8.00
*Pepper, black	lb.	—	-7.00
*Malefern	lb.	12.00	-12.20
Mullein (so-called)	lb.	5.00	-5.25
*Orris, domestic	lb.	—	-20.00
Imported	lb.	20.00	-21.00

Crude Drugs

BALSAMS			
Copaiba, Para	lb.	.57	— .59
South American	lb.	.74	— .79
Fir, Canada	lb.	7.90	-8.00
Oregon	gal.	1.74	-1.79
Peru	lb.	3.40	-3.45
Tolu	lb.	1.15	-1.25
BARKS			
Angostura	lb.	.28	— .30
Basswood Bark, pressed	lb.	.17	— .21
Blackhaw, of root	lb.	.59	— .62
of Tree	lb.	.34	— .39
Buckthorn	lb.	.23	— .24
Calisaya	lb.	.95	-1.00
Cascara Sagrada	lb.	.20	— .21
Cascarilla, quills	lb.	.22	— .23
Siftings	lb.	.12	— .13
Chestnut	lb.	.10	-10.5
Chincona, red quills	lb.	.65	— .73
Broken	lb.	.60	— .70
*Yellow "quills"	lb.	—	—
*Broken	lb.	.70	— .75
*Lora, pale, bs.	lb.	—	—
*Powdered, boxes	lb.	—	—
*Maracabo, yellow, powd.	lb.	—	—
Condurango	lb.	.11	— .12
Cotton Root	lb.	.15	— .17
Cramp (true)	lb.	.51	— .53
Cramp (so-called)	lb.	.10	— .11
Dogwood, Jamaica	lb.	.09 1/2	— .10
Elm, grinding	lb.	.12	— .13
Select bdls.	lb.	.19	— .20
Ordinary	lb.	.10	— .12
*Nominal.			

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NEW YORK
IMPORTERS & MANUFACTURERS
ESSENTIAL OILS
SYNTHETIC CHEMICALS

Fritzsche Brothers

New York
ESSENTIAL - OILS

Hemlock	lb.	.10	— .11
Lemon Peel	lb.	.10	-10.5
Mezereon	lb.	.22	— .23
Oak, red	lb.	.06	— .07
White	lb.	.04	— .05
Orange Peel, bitter	lb.	.10	— .13
Malaga, Sweet	lb.	.12	— .13
Trieste, sweet	lb.	.13	-13.5
Prickly Ash, Southern	lb.	.15	-15.5
Northern	lb.	.18	— .20
Pomegranate of Root	lb.	.26	— .28
of Fruit	lb.	.31	— .32
Sassafras, ordinary	lb.	.16	— .18
Select	lb.	.30	— .35
Simaruba	lb.	.63	— .69
Soap, whole	lb.	.12	— .13
Cut	lb.	.18	— .21
Crushed	lb.	.16	— .18
Wahoo, of Root	lb.	.44	— .50
of Tree	lb.	.23	— .24
Willow, Black	lb.	.08	— .09
White	lb.	.16	— .17
White Pine	lb.	.07	— .08
White Poplar	lb.	.03	— .04
Wild Cherry	lb.	.17	— .35
Witch Hazel	lb.	.06	— .07

BEANS

Calabar	lb.	.74	— .79
St. Ignatius	lb.	.23	— .25
St. John's Bread	lb.	.29	— .30
Tonka, Angostura	lb.	1.20	-1.25
Para	lb.	.70	— .73
Surinam	lb.	.75	— .80
Vanilla, Mexican, whole	lb.	4.35	-5.90
Cuts	lb.	2.90	-3.20
Bourbon	lb.	2.25	-2.95
South American	lb.	2.95	-3.20
Tahiti, White Label	lb.	1.65	-1.70
Green Label	lb.	1.55	-1.60

BERRIES

Cubeb, ordinary	lb.	1.29	-1.32
*XX	lb.	1.33	-1.38
Powdered	lb.	1.38	-1.43
Fish	lb.	.65	— .69
Horse, Nettle, dry	lb.	.67	— .70
Juniper	lb.	.08	— .09
Laurel	lb.	.08	— .10
Poke	lb.	.10	— .11
Prickly Ash	lb.	.10 1/2	— .11
Saw Palmetto	lb.	.14	— .16
Sloe	lb.	.40	— .42

FLOWERS

Arnica	lb.	.76	— .79
Powdered	lb.	.62	— .70
Borage	lb.	.59	— .69
Calendula Petals	lb.	1.05	-2.60
*Chamomile, German	lb.	—	—
Hungarian type	lb.	.46	— .50
Roman	lb.	.84	— .85
Spanish	lb.	.42	— .50
Clover Tops	lb.	.12	— .13
Dogwood	lb.	.17	— .18
Elder	lb.	.31	— .32
Insect, open	lb.	.30	— .33
*Closed	lb.	.38	— .39
*Powd. Flowers and stems	lb.	.34	— .35
Powd. Flowers	lb.	.33	— .35
*Kousou	lb.	—	—
Lavender, ordinary	lb.	.24	— .25
Select	lb.	.29	— .30
*Nominal.			

Linden, with leaves	lb.	.35	— .37
Without Leaves	lb.	.60	— .63
Malva, blue	lb.	2.49	-2.50
Black	lb.	.40	— .45
Mullein	lb.	1.79	-1.80
Orange	lb.	1.95	-2.00
Ox-Eye, Daisy	lb.	.02	— .03
oppy, red	lb.	.95	-1.10
Rosemary	lb.	.69	— .70
Saffron, American	lb.	.39	— .41
Valencia	lb.	14.95	-15.90
Tilia (see Linden)			

GUMS

Aloes, Barbados	lb.	.98	— 1.05
Cape	lb.	.16	— .18
Curacao, cases	lb.	.09 1/2	— .10
*Socotrine, whole	lb.	.74	— .79
*Powdered	lb.	.79	— .84
Ammoniac, tears	lb.	1.46	-1.52
Powdered	lb.	1.49	-1.53
Arabic, firsts	lb.	.50	— .51
"Seconds	lb.	—	—
Sorts Amber	lb.	.26	— .27
Powdered	lb.	.34	— .36
Asafoetida, whole, U.S.P.	lb.	3.00	-3.05
Powdered, U.S.P.	lb.	3.10	-3.15
Benzoins, Siam	lb.	1.35	-1.50
Sumatra	lb.	.30	— .35
Catechu	lb.	.20	— .23
*Chicle, Mexican	lb.	1.10	-1.15
Euphorbium	lb.	.23	— .25
"Powdered	lb.	.28	— .30
Galbanum	lb.	1.38	-1.45
Gamboge	lb.	1.95	-2.05
Guaiaac	lb.	1.70	-1.75
Hemlock	lb.	.83	— .90
Kino	lb.	.49	— .59
Mastic	lb.	1.20	-1.30
Myrrh, Select	lb.	.80	— .90
Sorts	lb.	.70	— .78
Siftings	lb.	.63	— .69
Olibanum, siftings	lb.	.12	— .15
Tears	lb.	.18	— .30
Sandarac	lb.	.71	— .72
*Senegal, picked	lb.	.34	— .39
Sorts	lb.	.28	— .39
Spruce	lb.	.63	— .72
Styrac, Art. cases	lb.	1.80	-1.85
Thus, per bbl.	280-lb.	18.20	-18.45
Tragacanth, Aleppo first	lb.	4.15	-4.25
"Seconds	lb.	2.50	-3.20
*Thirds	lb.	2.75	-2.95
*Turkey, firsts	lb.	—	—
"Seconds	lb.	—	—
Thirds	lb.	—	—

LEAVES AND HERBS

Aconite	lb.	.35	— .40
Balmomy	lb.	.11	— .13
Bay, true	lb.	—	—
Belladonna	lb.	.95	-1.45
Boneset, leaves and tops	lb.	.17	— .19
Buchu, short	lb.	2.65	-2.75
Long	lb.	2.50	-2.55
Cannabis, true, imported	lb.	3.50	-3.60
American	lb.	.28	— .32
Catnip	lb.	.10	— .12
Chestnut	lb.	.06	— .07
Chiretta	lb.	.39	— .40
Coca, Huancu	lb.	—	—
*Truxillo	lb.	.54	— .58
Coltsfoot	lb.	.18	— .19
Conium	lb.	.29	— .32
Corn Silk	lb.	.11	— .13
Damiana	lb.	.15	— .16
Deer Tongue	lb.	.16	— .17
Digitalis, Domestic	lb.	—	—
Imported	lb.	.38	— .40
Eucalyptus	lb.	.08	— .09
Euphorbia Pilulifera	lb.	.18	— .19
Grindelia Robusta	lb.	.09	— .11
*Henbane, German	lb.	—	—
*Russian	lb.	1.20	-1.25
Domestic	lb.	1.05	-1.10
Henna	lb.	.31	— .32
Horehound	lb.	.21	— .23
Jaborandi	lb.	.32	— .38
Laurel	lb.	.11 1/2	-11.5
Life Everlasting	lb.	.10	— .11
Liverwort	lb.	.29	— .35
Lobelia	lb.	.09	— .11
Matico	lb.	.34	— .35
*Marjoram, German	lb.	—	—
*French	lb.	—	—
Motherwort herb	lb.	.16	— .17
Patchouli	lb.	.76	— .83
Pennyroyal	lb.	.26	— .29
Peppermint, American	lb.	.11	— .12
Pichi	lb.	.26	— .29
Prince's Pine	lb.	.45	— .58
Nominal.			

Drugs & Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Plantain	lb.	.12	—	.14
Pulsatilla	lb.	3.25	—	3.50
Queen of the Meadow	lb.	.10	—	.11
Rose, red	lb.	1.25	—	1.28
Rosemary	lb.	.14	—	.15
Rue	lb.	.39	—	.44
*Sage, Austrian, stemless	lb.	—	—	—
Grinding	lb.	—	—	—
Greek, stemless	lb.	.20	—	.20½
Spanish	lb.	.17	—	.18
Savory	lb.	.23	—	.23½
Senna, Alexandria, whole	lb.	.90	—	1.00
Half Leaf	lb.	.70	—	.80
Siftings	lb.	.35	—	.40
Powdered	lb.	.42	—	.45
Tinnevely	lb.	.13	—	.20
Pods	lb.	.15	—	.18
Skullcap, Western	lb.	.17	—	.19
Spearmint American	lb.	.20	—	.22
Squaw Vine	lb.	.27	—	.30
Stramonium	lb.	.19	—	.20
Tansy	lb.	.10	—	.11
Thyme, Spanish	lb.	.11	—	.11½
French	lb.	.14	—	.14½
Uva Ursi	lb.	.16	—	.19
Witch Hazel	lb.	.06½	—	.08
Wormwood imported	lb.	.14	—	.17
Yerba Santa	lb.	.06	—	.08

ROOTS

Aconite, U.S.P.	lb.	.39	—	.44
Powdered	lb.	.48	—	.55
German	lb.	—	—	—
*Powdered	lb.	—	—	—
Alkanet	lb.	2.95	—	3.40
Althea, cut	lb.	.79	—	.80
Whole	lb.	.35	—	.37
Angelica American	lb.	.37	—	.40
Imported	lb.	.59	—	.69
Arnica	lb.	.79	—	.98
Arrowroot, American	lb.	.24½	—	.25
Bermuda	lb.	.56	—	.60
St. Vincent	lb.	.41	—	.45
Bamboo Rrier	lb.	.12	—	.16
Beardsfoot	lb.	.09	—	.10
Belladonna	lb.	2.00	—	2.45
Powdered	lb.	2.10	—	2.55
Berberis, Aquifolium	lb.	.14	—	.17
Beth	lb.	.10	—	.12
Blood	lb.	.79	—	.84
Blueflag	lb.	.32	—	.34
Bryonia	lb.	.29	—	.30
Burdock, Imported	lb.	.17	—	.21
American	lb.	.18	—	.19
Calamus, bleached	lb.	1.30	—	1.35
Unbleached, natural	lb.	.16	—	.17
Cohosh, black	lb.	.10	—	.12
Blue	lb.	.12	—	.14
Colchicum	lb.	1.45	—	2.00
Colombo, whole	lb.	.24	—	.29
Comfrey	lb.	.21	—	.22
Culver's	lb.	.18	—	.21
Cranesbill, see Geranium	lb.	—	—	—
American, English	lb.	.29	—	.30
Doggrass Dom.	lb.	.26	—	.27
Cut Bermuda	lb.	.29	—	.30
Echinacea	lb.	.32	—	.34
Elecampane	lb.	.08½	—	.09
Galangal	lb.	.26	—	.27
Gelsemium	lb.	.10	—	.13
Geranium	lb.	.17	—	.18
Powdered	lb.	.20	—	.22
Geranium	lb.	.07	—	.09
Ginger, Jamaica, unbleached	lb.	.22	—	.23
Bleached	lb.	.19½	—	.20
*Ginseng, Cultivated	lb.	—	—	—
Wild, Eastern	lb.	—	—	—
Northwestern	lb.	—	—	—
Southern	lb.	—	—	—
Golden Seal	lb.	5.30	—	5.35
Powdered	lb.	5.65	—	5.80
Grape, Oregon	lb.	.16	—	.17
*Hellebore, Black, Imported	lb.	1.40	—	1.50
White, Domestic	lb.	.21	—	.22
Powdered	lb.	.24	—	.26
*Imported	lb.	—	—	—
Ipecac, Cartagena	lb.	4.20	—	4.40
Powdered	lb.	4.40	—	4.85
Rio, whole	lb.	3.40	—	3.45
Powdered	lb.	3.70	—	3.75
Jalap, whole	lb.	.59	—	.63
Powdered	lb.	.69	—	.74
Kava Kava	lb.	.18	—	.19
Lady Slipper	lb.	.85	—	.90
Licorice, Russian, cut	lb.	.80	—	.90
Spanish natural bales	lb.	.29	—	.30
Selected	lb.	.32	—	.34
Powdered	lb.	.34	—	.35
*Lovage, American	lb.	.73	—	.75
Manaca	lb.	.27	—	.29
Mandrake	lb.	.16	—	.19
*Nominal	lb.	—	—	—

WHERE TO BUY

Ibero-American Export Co.,

INCORPORATED
10 Bridge Street, New York

OFFER

Licorice Root—African Caraway Seed
Sage Leaves—Rosemary Leaves

Musk, Russian	lb.	1.75	—	2.00
Orris, Florentine, bold	lb.	.31	—	.32
Verona	lb.	.28	—	.29
*Finger	lb.	2.08	—	2.12
Parcira Brava	lb.	.33	—	.34
Pellitory	lb.	.29	—	.31
Pink, true	lb.	.65	—	.70
Pleurisy	lb.	.18	—	.19
Poke	lb.	.05	—	.06
Rhatany	lb.	.14	—	.15
Rhubarb Shensi	lb.	.82	—	.90
Chips	lb.	.62	—	.65
Cuts	lb.	.74	—	2.45
High Dried	lb.	.68	—	.70
Sarsaparilla, Honduras	lb.	.79	—	.82
American	lb.	.38	—	.43
Mexican	lb.	.33	—	.33
Senega, Northern	lb.	1.02	—	1.05
Southern	lb.	1.10	—	1.15
Serpentaria	lb.	.63	—	.69
Skunk Cabbage	lb.	.16	—	.17
Snake, Black	lb.	.39	—	.41
Canada natural	lb.	.45	—	.48
Stripped	lb.	.46	—	.49
Spikenard	lb.	.30	—	.32
Squill, white	lb.	.15	—	.17
Stillingia	lb.	.11	—	.13
Stone	lb.	.09½	—	.10
Unicorn false (helonias)	lb.	.49	—	.54
True (Aletis)	lb.	.58	—	.65
Valerian, Belgian	lb.	1.38	—	1.48
*English	lb.	—	—	—
*German	lb.	—	—	—
Japanese	lb.	1.13	—	1.21
Yellow Dock	lb.	.12	—	.15
Domestic	lb.	—	—	—
Yellow Parilla	lb.	.11	—	.12

SEEDS

*Anise, Levant	lb.	—	—	—
Spanish	lb.	.24½	—	.25
Star	lb.	.24	—	.24½
Canary, Spanish	lb.	—	—	—
South American	lb.	.17½	—	.18
Caraway, African	lb.	.52	—	.52½
*Dutch	lb.	—	—	—
Domestic	lb.	.68	—	.69
Cardamom, fair bleached	lb.	.65	—	.70
Celery	lb.	.53	—	.53½
Colchicum	lb.	3.45	—	3.70
Conium	lb.	.39	—	.40
Coriander, Bombay	lb.	.08½	—	.08¾
Morocco, Unbleached	lb.	—	—	—
Mogador, Unbleached	lb.	.08½	—	.09
Bleached	lb.	.11	—	.11½
*Cumin, Levant	lb.	.17½	—	.19
Malta	lb.	.18½	—	.19½
Morocco	lb.	.10½	—	.11
Dill	lb.	.17½	—	.18
Fennel, French	lb.	.16	—	.16½
*German, small	lb.	—	—	—
*Roumanian, small	lb.	—	—	—
Flax, whole	per bbl.	18.25	—	19.00
Ground	lb.	.11	—	.12
Foenugreek	lb.	.08½	—	.08¾
Hemp, Manchurian	lb.	.07½	—	.07¾
*Russian	lb.	—	—	—
Job's Tears, white	lb.	.05½	—	.06
Larkspur	lb.	.33	—	.34
Lobelia	lb.	.20	—	.30
Mustard, Bari, Brown	lb.	—	—	—
*Dutch	lb.	—	—	—
Bombay, Brown	lb.	.24	—	.25
California Trieste, brown	lb.	.28	—	.29
Chinese, Yellow	lb.	.11	—	.11½
*English, yellow	lb.	.07½	—	.08
Parsley	lb.	.23	—	.25
Poppy, Dutch	lb.	—	—	—
Russian blue	lb.	.68	—	.70
*Indian	lb.	.36	—	.36½
Quince	lb.	1.19	—	1.23
*Nominal	lb.	—	—	—

Rape, English	lb.	—	—	—
Japanese small	lb.	.09½	—	.09¾
Domestic	lb.	.10	—	.10½
Sabadilla	lb.	.13	—	.14
Stramonium	lb.	1.55	—	1.60
Strophanthus, Hispidus	lb.	1.89	—	1.99
Kombe	lb.	1.89	—	1.99
Sunflower, domestic	lb.	.10	—	.10½
South American	lb.	.09	—	.09½
Manchurian	lb.	—	—	.10½
Worm, American	lb.	.08½	—	.09½
Levant	lb.	1.25	—	1.40

SPICES

Capsicum, African pods	lb.	.18	—	.19
Japan	lb.	.12½	—	.13
Cassia, Batavia, No. 1	lb.	.25	—	.26
China, Selected, mats	lb.	.25	—	.26
Saigon, assortment	lb.	.45	—	.47
Cassia Buds	lb.	.25	—	.25
Chilies, Japan	lb.	.13½	—	.14
Memasa	lb.	.21	—	.22
Cinnamon, Ceylon	lb.	.30	—	.33
Chilies, Japan	lb.	.13½	—	.14
Zanzibar	lb.	.42	—	.43
Cloves, Zanzibar	lb.	.41½	—	.42
Aniboyas	lb.	.58½	—	.60
Ginger, African	lb.	.13	—	.13½
Cochin "D"	lb.	.17	—	.18
Jamaica, white good	lb.	.19½	—	.20
Japan	lb.	.12½	—	.13½
Mace, Banda, No. 2	lb.	.44	—	.45
Batavia, No. 2	lb.	.44	—	.45
Nutmegs, 110s	lb.	.33	—	.34
Pepper, Black, Sing.	lb.	.22½	—	.23
White	lb.	.30½	—	.31
Pimento, Select	lb.	.09½	—	.09¾

WAXES

Bayberry	lb.	.38	—	.39
Bees, light, crude	lb.	.45	—	.46
Light, refined	lb.	.48	—	.49
Dark	lb.	.47	—	.48
Candelilla	lb.	.32	—	.34
Carnauba, Flor.	lb.	.89	—	.89
No. 1	lb.	.88	—	.89
No. 2	lb.	.80	—	.82
No. 3	lb.	.68	—	.70
Ceresin, Yellow	lb.	.16	—	.17
White	lb.	.18	—	.24
Japan	lb.	.25	—	.26
Montan, crude	lb.	.35	—	.36
*Bleached	lb.	.35	—	.36
Ozokerite, crude, brown	lb.	.35	—	.36
*Green	lb.	—	—	—
*Refined, white	lb.	—	—	—
*Domestic	lb.	—	—	—
Refined, yellow	lb.	—	—	—
Paraffin, ref'd 123 deg. m.p.	lb.	.12½	—	.13
*Foreign, 130 deg. m.p.	lb.	.15	—	.16
Stearic Acid—	lb.	—	—	—
Single pressed	lb.	.22	—	.22½
Double pressed	lb.	.23½	—	.24
Triple pressed	lb.	.25	—	.26

Heavy Chemicals

Acetic acid, 28 p.c.	100 lbs.	4.91	—	5.16
56 p.c.	100 lbs.	9.33	—	9.57
*70 p.c.	lb.	—	—	—
*80 p.c.	100 lbs.	15.15	—	15.40
*Glacial Gov. pr.	lb.	.19½	—	Gov. pr.
Alum, ammonia, lump	lb.	.07½	—	.08¾
Ground	lb.	.04½	—	.07
Powdered	lb.	.05	—	.08
Chrome	lb.	.20½	—	.21½
Potash lump	lb.	.11	—	.12
Alum, Potash, Powdered	lb.	.09	—	.09½
Soda, Ground	100 lbs.	.11½	—	.12½
Aluminum chloride, liq.	lb.	.04½	—	.05
Sulph., high grade	lb.	.04½	—	.05½
Low grade	lb.	.02	—	.03½
Aluminum hydrate light	lb.	.17	—	.17½
Heavy	lb.	.11	—	.12½
Arsenic, white	lb.	.11	—	.15
Red	lb.	.35	—	.60
Ammonia, Anhydrous	lb.	Nominal	—	Nominal
Ammonia Water, 26 deg. car. lb.	lb.	.08½	—	.08¾
*20 deg. carboys	lb.	.07	—	.09
*18 deg. carboys	lb.	—	—	—
*16 deg. carboys	lb.	.06	—	.08
Ammonium chloride, U.S.P.	lb.	.19	—	.21
*Sal Ammoniac, gray	lb.	.21	—	.22
Granulated, white	lb.	.23	—	.25
*Lump	lb.	—	—	—
Sulphate, foreign	100 lbs.	8.00	—	8.50
Domestic	100 lbs.	8.00	—	8.50
Antimony Salts, 75 p.c.	lb.	—	—	—
65 p.c.	lb.	—	—	—
47 p.c.	lb.	—	—	—
*Nominal	lb.	—	—	—

Drugs & Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Blanc Fixe, dry	lb.	.05	—	.05%
Barium, chloride	ton	75.00	—	100.00
Dioxide	lb.	.26	—	.27
Nitrate	lb.	.11%	—	.12%
Barytes, floated, white	ton	25.00	—	35.00
Off color	ton	14.00	—	18.00
Bleaching Powder, 35 p.c.	lb.	.02%	—	.03%
*Calcium Acetate	100 lbs.	—	—	4.00
Carbide	lb.	.09	—	.09%
Carbonate	lb.	—	—	—
Chloride, solid, f.o.b. N.Y.	ton	22.50	—	24.50
Granulated, f.o.b. N.Y.	ton	—	—	—
Solid, second hands	ton	30.00	—	34.00
Gran. second hands	ton	40.00	—	45.00
Sulphate, 98-99 p.c.	lb.	.09	—	.09%
*Carbon tetrachloride	lb.	.15	—	.16
Copper Carbonate	lb.	.30	—	.32
Subacetate (Verdigris)	lb.	.40	—	.42
Powdered	lb.	.40	—	.42
Sulphate, 98-99 p.c.	lb.	.09%	—	.09%
Second hands	lb.	.08%	—	.09
Powdered	lb.	.10	—	.10%
Copperas, f.o.b. works	100 lbs.	1.85	—	2.10
Fusel Oil, crude	gal.	3.30	—	3.50
Refined	gal.	—	—	5.50
Hydrofluoric Ac. 30 p.c. bbls.	lb.	—	—	.05
48 p.c. in carboys	lb.	—	—	.09
52 p.c. in carboys	lb.	—	—	.10
Lead, Acetate, brown sugar	lb.	.15%	—	.16%
Broken Cakes	lb.	.16%	—	.17
Granulated	lb.	.17	—	.17%
Arsenate, powdered	lb.	.31	—	.33
Paste	lb.	.15	—	.17
*Nitrate	lb.	Nominal	—	—
Oxide, Litharge, Amer. pd.	lb.	.09%	—	.09%
Foreign	lb.	—	—	—
Red, American	lb.	—	—	.10%
Sulphate, basic	lb.	—	—	.08%
White, Basic Carb., Amer.	lb.	—	—	.09%
dry	lb.	—	—	.10%
in Oil, 100 lbs. or over	lb.	—	—	.10%
English	lb.	—	—	—
Lime, hydrate	lb.	Nominal	—	—
Sulphur solution	gal.	.15%	—	.19%
Magnesite, f.o.b. Cal.	ton	42.00	—	44.00
f.o.b. N. Y.	ton	65.00	—	70.00
Muriatic acid,	lb.	.01%	—	.02
*18 deg. carboys	lb.	.02	—	.02%
20 deg. carboys	lb.	.02%	—	.03%
22 deg. carboys	lb.	.02%	—	.03%
Nickel oxide	lb.	.06	—	.70
Salts, single	lb.	.16	—	.17
double	lb.	.14	—	.15
Nitric acid, 36 deg. carboys	lb.	.06%	—	.06%
*38 deg. carboys	lb.	.07%	—	.08
40 deg. carboys	lb.	.07%	—	.08
Aqua Fortis, 36 deg. car.	lb.	—	—	.05%
38 deg. carboys	lb.	—	—	.06
40 deg. carboys	lb.	—	—	.06%
42 deg. carboys	lb.	—	—	.07
Phosphorus, red	lb.	1.05	—	1.10
Yellow	lb.	1.50	—	1.76
Plaster of Paris	bbl.	1.75	—	2.00
True Dental	bbl.	.63	—	.66
Potash Caustic, 88-92	lb.	.38	—	.40
Potassium Bichromate	lb.	.30	—	.40
Carbonate, calc.	lb.	.34	—	.36
Chlorate, cryst.	lb.	.37	—	.39
Powdered	lb.	.33	—	.34
Japanese	lb.	260.00	—	310.00
Muriate, basis 80 p.c.	ton	2.30	—	2.40
Prussiate, red	lb.	.95	—	1.10
Yellow	lb.	.27%	—	.27%
Saltpetre, Granulated	lb.	.31%	—	.31%
Refined	lb.	2.00	—	2.25
Soda Ash, 58 p.c. in bags 100 lbs.	ton	2.70	—	2.80
In bbls.	ton	3.95	—	4.10
Caustic, 76 p.c. Solid 100 lbs.	lb.	4.90	—	5.00
Powd. or gran., 76p.c 100 lbs.	lb.	.18	—	.18%
Sodium Bichromate	lb.	—	—	—
Bisulphate	lb.	1.10	—	1.25
Carbonate, Sal. Soda, Am. 100lb.	lb.	.18	—	.20
Chlorate	lb.	.30	—	.37
Cyanide	lb.	2.65	—	3.00
Hyposulphite, bbls.	100 lbs.	2.35	—	2.60
Kegs	100 lbs.	—	—	4.32%
*Nitrate, tech.	100 lbs.	.06%	—	.07
Refined	lb.	.23	—	.26
Nitrite	lb.	.550	—	.600
Prussiate, Yellow	lb.	1.60	—	1.80
Silicate, 60 p.c.	100 lbs.	.04%	—	.05%
40 p.c.	100 lbs.	—	—	—
Sod. Sulph. G'ph. salt 100 lbs.	lb.	—	—	—
Sulphide 60-62 p.c. cryst.	lb.	—	—	—
30-32 p.c.	lb.	—	—	—
*Sulphur (crude) f.o.b. N.Y.	ton	—	—	—
*f.o.b. Baltimore	ton	—	—	—
*Nominal	—	—	—	—

WHERE TO BUY

For Prompt Delivery:
Calcined Carbonate of Potash!
Prussiate of Potash!

A. KLIPSTEIN & COMPANY

644-652 Greenwich Street

New York City

Also:

Dyestuffs, Gums, Oils, Tanning Materials
and Other Chemicals

ZINC OXIDE

Lead Free

Katzenbach & Bullock Co.

New York Trenton Chicago

Boston San Francisco

Sulphuric Acid			
60 deg. f.o.b. wks.	ton	16.00	Gov. pr.
66 deg. f.o.b. wks.	ton	25.00	Gov. pr.
Oleum, f.o.b. wks.	ton	—	28.00
Battery Acid car's per 100lbs.		Nominal	
Tin, bichloride	lb.	.27%	.28
Zinc, carbonate	lb.	.20	.22
Chloride	lb.	.15%	.16
Oxide	lb.	.13%	.14
Sulphate	lb.	.04%	.06%

Dyestuffs, Tanning Materials
and Accessories

COAL-TAR CRUDE

Benzol, C. P.	gal.	20	—	22
(90 p.c.)	gal.	22	—	27
Cresylic acid, crude, 95-97 p.c.	lb.	—	—	1.10
50 p.c.	lb.	.75	—	.85
25 p.c.	lb.	.40	—	.45
resol, U.S.P.	lb.	.20	—	.21
Cresote oil, 25 p.c.	gal.	.38	—	.45
Dip. oil, 25 p.c.	gal.	.40	—	.50
Naphthalene, balls	lb.	.12%	—	.14
Flake	lb.	.07%	—	.10
Phenol	ton	30	—	32
Pitch, various grades	ton	10.00	—	20.00
Solvent naphtha, waterwhitegal.	ton	.20	—	.25
Crude heavy	gal.	.14	—	.17%
*Toluol, pure	gal.	.25	—	.35
*Commercial, 90 p.c.	gal.	.24	—	.30
Xylol, pure water white	gal.	.40	—	.45

INTERMEDIATES

Acid Benzoic	lb.	—	—	2.40
*Acid Benzoic Crude	lb.	Nominal	—	—
Acid H	lb.	3.00	—	3.20
Acid Metanilic	lb.	3.20	—	3.25
Acid Naphthionic, Crude	lb.	1.00	—	1.10
Refined	lb.	1.20	—	1.30
Acid Sulphamlic, crude	lb.	—	—	.31
Refined	lb.	.42	—	.47
p-Amidophenol Base	lb.	4.25	—	4.50
p-Amidophenol Hydrochloride	lb.	4.25	—	4.50
*Aminoazobenzene	lb.	—	—	—
Aniline Oil, drums extra	lb.	.28	—	.30
Aniline Salts	lb.	.40	—	.45
Aniline for red	lb.	1.15	—	1.20
*Anthracene (80 p.c.)	lb.	.85	—	.90
Anthraquinone	lb.	—	—	8.00
Benzaldehyde	lb.	3.00	—	3.25
Benzidine Base	lb.	1.40	—	1.45
Benzidine Sulphate	lb.	2.00	—	2.25
Benzozate of Soda	lb.	2.25	—	2.30
Benzylchloride	lb.	6.50	—	7.00
Diamidophenol	lb.	—	—	—
o-Dianisidine	lb.	—	—	—
Dinitrophenol	lb.	.46	—	.50
o-Dichlorobenzol	lb.	.15	—	.20
p-Dichlorobenzol	lb.	.17	—	.18
*Nominal	—	—	—	—

Diethylaniline	lb.	3.50	—	3.75
Dimethylaniline	lb.	.75	—	.80
Dinitrobenzol	lb.	.40	—	.42
Dinitrochlorbenzene	lb.	.50	—	.56
Dinitronaphthalene	lb.	.55	—	.65
Dinitrotoluol	lb.	.50	—	.55
Diphenylamine	lb.	1.50	—	1.10
Dioxynaphthalene	lb.	.85	—	.95
"G" Salt	lb.	.85	—	.95
Hydrazobenzene	lb.	1.50	—	2.00
Induline	lb.	2.00	—	2.75
Methylanthraquinone	lb.	—	—	—
Monodinitrochlorbenzol	lb.	.48	—	.52
Monoethylaniline	lb.	1.60	—	1.70
Naphthalenediamine	lb.	—	—	—
a-Naphthol	lb.	1.20	—	1.30
b-Naphthol, Technical	lb.	.60	—	.65
Sublimed	lb.	.75	—	.80
a-Naphthylamine	lb.	.55	—	.60
p-Naphthylamine	lb.	1.50	—	1.60
p-Nitranilin	lb.	1.40	—	1.65
Nitrobenzene	lb.	.18	—	.19
Nitrochlorbenzol	lb.	.50	—	.56
Nitronaphthalene	lb.	.45	—	.50
o-Nitrophenol	lb.	1.25	—	1.30
p-Nitrotoluol	lb.	1.55	—	1.65
Nitrotoluol	lb.	.65	—	.70
o-Nitrotoluol	lb.	.75	—	.85
m-Phenylendiamine	lb.	1.85	—	2.00
p-Phenylendiamine	lb.	3.50	—	4.00
Phthalic Anhydride	lb.	3.25	—	3.50
Pseudo-Cumol	lb.	—	—	—
Resorcin, crystals, U.S.P.	lb.	7.75	—	8.00
Resorcin, Technical	lb.	4.50	—	4.75
Tetranitromethylaniline	lb.	—	—	2.50
Tolidin	lb.	2.55	—	3.00
o-Tolidine	lb.	.58	—	1.10
p-Tolidine	lb.	2.00	—	2.25
m-Toluylenediamine	lb.	1.65	—	1.75
Xylene, pure	gal.	.40	—	.50
Xylene, Com.	gal.	.40	—	.50

COAL-TAR COLORS

Acid Black	lb.	1.50	—	2.00
Acid Blue	lb.	3.00	—	5.00
Acid Brown	lb.	2.00	—	4.00
Acid Fuchsin	lb.	7.00	—	10.00
Acid Orange	lb.	.40	—	.60
Acid Orange II	lb.	—	—	.75
Acid Orange III	lb.	1.00	—	1.25
Acid Red	lb.	1.75	—	2.25
Acid Scarlet	lb.	1.50	—	2.50
Acid Violet 10 B	lb.	8.00	—	10.00
Alpine Yellow	lb.	2.00	—	7.50
Alizarin Blue, bright	lb.	7.75	—	9.25
Alizarin Blue, medium	lb.	6.25	—	7.50
*Alizarin Brown, conc.	lb.	5.00	—	8.50
Alizarin Orange	lb.	8.25	—	9.00
Alizarin Red, W. S. Past.	lb.	5.00	—	10.00
Alkali Blue, Domestic	lb.	9.00	—	12.00
Alkali Blue, Imported	lb.	16.00	—	18.00
Alpine Red	lb.	6.00	—	7.00
Azo Carmine	lb.	5.00	—	6.00
Azo Yellow	lb.	3.00	—	3.50
Azo Yellow, green shade	lb.	3.50	—	4.50
Auramine, Single O. Dom.	lb.	4.75	—	5.25
Auramine, Double O. Imp.	lb.	5.00	—	6.00
Benzo Purperine 10 B	lb.	4.00	—	8.00
Benzo Purperine 4 B	lb.	2.75	—	5.50
Bismarck Brown Y	lb.	.90	—	1.00
Bismarck Brown R	lb.	1.75	—	2.00
Chrome Black, Dom.	lb.	1.75	—	2.00
Chrome Black, Imp.	lb.	3.30	—	4.00
Chrome Blue	lb.	2.50	—	2.75
Chrome Green, Dom.	lb.	2.50	—	2.75
Chrome Red	lb.	2.50	—	2.60
Chrysoidine R	lb.	1.75	—	2.00
Chrysoidine Y	lb.	1.50	—	1.60
Chrysophenine, Domestic	lb.	1.50	—	1.60
Chrysophenine, Imported	lb.	11.00	—	12.50
Congo Red 4B Type	lb.	1.60	—	2.25
Crystal Violet	lb.	6.25	—	8.00
Diamine Sky Blue F. F.	lb.	9.25	—	13.00
Direct Black	lb.	1.15	—	1.30
Direct Blue	lb.	1.75	—	2.00
Direct Sky Blue	lb.	4.00	—	6.00
Direct Brown	lb.	2.75	—	3.00
Direct Bordeaux	lb.	1.35	—	2.75
Direct Fast Red	lb.	3.50	—	6.00
Direct Fast Yellow	lb.	2.75	—	4.00
Direct Violet con't.	lb.	3.00	—	4.00
Emerald Green Crystals	lb.	18.50	—	20.00
Erythrosine	lb.	12.00	—	14.00
Fast Light Yellow, 2-G.	lb.	3.75	—	4.25
Fast Red, 6B extra, con't.	lb.	4.60	—	5.00
Fur Black, extra	lb.	3.00	—	4.00
Fur Brown B	lb.	3.00	—	5.00
*Nominal	—	—	—	—

Drugs & Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Fuchsin Crystals, Dom.	7.00	— 9.00
Fuchsin Crystals, Imp.	12.00	— 12.50
Geranine	8.75	— 9.25
Green Crystals, Brilliant	12.00	— 13.00
Indigo 20 p.c. paste	1.75	— 2.00
Indigotine, conc.	3.50	— 4.00
Indigotine, paste	1.50	— 1.60
Induline Base	2.00	— 3.00
Magenta Acid, Domestic	4.25	— 5.00
Magenta Crystals, Imported	10.00	— 12.00
Malachite Green, Crystals	6.75	— 12.00
Malachite Green, Powdered	6.50	— 7.50
Metanil Yellow	2.40	— 2.75
Medium Green	5.00	— 6.00
Methylene Blue, tech.	3.00	— 5.00
Methyl Violet	4.00	— 7.00
Naphthol Green	3.00	— 6.00
Nigrosine, Oil Sol.	.85	— 1.00
Nigrosine, spts. sol.	.78	— .88
Nigrosine water sol., blue	.83	— .93
Jet	.90	— 1.00
*Naphthylamine Red	6.75	— 7.50
Oil Black	.70	— 1.00
Oil Orange	2.00	— 2.50
Oil Scarlet	1.75	— 2.00
Oil Yellow	1.70	— 2.00
Orange, R. G., contract	2.00	— 2.25
Orange Y, conc.	1.00	— 1.25
Oxamine Violet	.70	— 8.00
Patent Blue, Swiss Type	18.00	— 23.00
Phosphine G. Domestic	7.00	— 10.00
Ponceau	1.95	— 2.45
Primuline, Dom.	.50	— 5.50
Rhodamine B, ex. cont.	75.00	— 80.00
Scarlet 2R	1.50	— 2.00
Sulphur Blue, Dom.	1.65	— 2.00
Soluble Blue, Imp.	12.00	— 13.00
Sulphur Black	.40	— .45
Sulphur Brown	.35	— .45
Sulphur Green	6.00	— 8.00
Sulphur, Navy Blue	1.40	— 2.75
Sulphur Yellow	1.50	— 2.00
Tartrazine, Domestic	1.70	— 1.80
Tartrazine, Imported	1.25	— 1.40
Uranine, Domestic	10.00	— 11.00
Wool Green S. Swiss	6.50	— 8.50
Valonia, solid, 65 p.c. tan.	5.00	— 6.00
Victoria blue B.	7.00	— 8.00
Victoria Blue, base, Dom.	8.50	— 9.50
Victoria Green	5.00	— 10.00
Victoria Red	7.00	— 8.00
Victoria, Yellow	7.00	— 8.00
Yellow for wool	1.50	— 2.25

NATURAL DYESTUFFS

Anatto, fine	.33	— .35
Seed	.08 1/2	— .11
Carmin No. 40	4.25	— 4.75
*Cochineal	—	— .90
Gambier, see tanning.		
Indigo, Bengal	3.00	— 3.75
Oudes	2.25	— 2.75
Guatemala	2.15	— 2.75
Karpahs	2.25	— 2.75
Madras	—	— 1.10
Madder, Dutch	—	— .30
Nutalls, blue Aleppo	.95	— 1.00
Chinese	—	— .33
Persian Berries	—	— .33
Quercitron Bark, see tanning.		
Sumac, China	.09	— .10 1/2
Turmeric, Madras	12 1/2	— .15
*Aleppay	.12	— .13 1/2
*Pubna	.09	— .09 1/2

DYEWOODS

Barwood	.06	— .08
Camwood, chips	.18	— .20
Fustic, sticks	70.00	— 80.00
Chips	.04	— .06
Hyperic, chips	.09	— .10
Logwood Sticks	—	— .03 1/2
Chips	.03 1/2	— .05 1/2
Quercitron, see tanning.		
Red Saunders, chips	.15	— .17

EXTRACTS

Archil, Double	15 1/4	— 17 1/4
Triple	.18	— .20
Concentrated	.22	— .29
Catch, Mangrove, seen tanning		
Rangoon, boxes	.22	— .24
Liquid	—	Nominal
Tablet	—	Nominal
Cudbear, French	—	—
*English	—	—
*Concentrated	—	—
Flavine	1.00	— 1.50
Fustic, Solid	.26	— .31
Liquid, 51 deg.	.15	— .16
Nominal	—	—

WHERE TO BUY

E. F. DREW & CO., Inc.
50 BROAD ST. NEW YORK

Aniline Dyestuffs
Dyewood Extracts
Industrial Oils
Chemicals

Gall	.30	— .32
Hematin Extract	.14	— .16
Crystals	.24	— .25
Hyperic, liquid	.30	— .32
Indigo, natural for cotton	.50	— .54
For wool	.23	— .27
Indigotine, 100 p.c. pure	3.50	— 4.00
Logwood, solid	.23	— .25
Crystals	.24	— .29
51 deg., Twaddle	.13 1/4	— .14 1/4
Contract	.10 1/4	— .10 1/4
Osage Orange— powdered	—	— .15
Paste	.12	— .14
Persian Berries	—	—
Quebracho, see tanning	—	—
Quercitron, 51 deg., liq.	.07	— .07 1/4

MISCELLANEOUS DYESTUFFS

Albumen, Egg	—	— 1.50
Blood, imported	.80	— .90
Domestic	.60	— .70
Prussian blue	.95	— 1.00
Soluble	1.25	— 1.30
Turkey Red Oil	.13	— .18
Zinc Dust, prime heavy	.14	— .16

RAW TANNING MATERIALS

Algarobilla	ton 140.00	— 150.00
Divi Divi	ton 70.00	— 80.00
Hemlock Bark	ton 15.00	— 16.00
Mangrove, African, 38 p.c.	ton 60.00	— 62.00
Bark, S. A.	ton 45.00	— 50.00
*Myrobalans	ton 65.00	— 65.00
Oak Bark	ton 15.00	— 16.00
Ground	—	— 17.50
Quercitron Bark rough	ton 13.00	— 15.00
Ground	ton 27.00	— 29.00
Sumac, Sicily, 27 p.c. tan.	ton 95.00	— 100.00
Virginia, 25 p.c. tan	ton 63.00	— 73.00
Valonia Cups	ton —	—
Beard	ton —	—
Wattle Bark	ton 62.00	— 64.00

TANNING EXTRACTS

Chestnut, ordinary, 25 p.c. tan, bbls.	.04 1/2	— .04 3/4
Clarified, 25 p.c. ton, bbls.	.05	— .05 1/4
Crystals, ordinary	—	—
Clarified	—	—
Gambier, 25 p.c. tan	.19 1/2	— .20
Common	.23 1/2	— .24
Cubes, Singapore	.27	— .30
Cubes, Java	.19	— .20
Hemlock, 25 p.c. tan	.05	— .06
Larch, 25 p.c. tan	.03 1/2	— .04 1/2
Crystals, 50 p.c. tan	.07 1/2	— .08 1/2
Mangrove, 55 p.c. tan	.09	— .14
Liquid, 25 p.c. tan	.06	— .08
Muskego, 23-30 p.c. tan, 50 p.c. total solids	.01 1/4	— .02 1/4
Myrobalans, liq., 23-25 p.c. tan	Nominal	—
*Solid, 50 p.c. tan	—	—
Oak Bark, liquid, 23-25 p.c. tan	.04 1/2	— .05
Quebracho, liquid, 35 p.c. liq.	—	—
*35 p.c. tan, untreated	—	—
*35 p.c. tan, bleaching	.07	— .08
*Solid, 65 p.c. tan, ordinary	.09 1/2	— .10
*Clarified	—	—
Spruce, liquid, 20 p.c. tan, 50 p.c. total solids	.01	— .01 1/4
Sumac, liquid, 25 p.c. tan	.08	— .10 1/2
Valonia, solid, 65 p.c. tan	Nominal	—

Oils

ANIMAL AND FISH
(Carloads)

Cod Newfoundland	gal. 1.55	— 1.60
Domestic, prime	gal. 1.44	— 1.45
Liver, Newfoundland	bbl. 95.00	— 98.00
Norwegian	bbl. 135.00	— 150.00
Nominal	—	—

Degras, American	lb. .20	— .22
English	lb. .28 1/2	— .29
*Neutral	lb. —	—
Horse	lb. .16 1/2	— .17
Lard, prime winter	gal. 2.25	— 2.30
Extra, prime	gal. —	— 1.85
Extra, No. 1	gal. 1.62	— 1.65
No. 1	gal. 1.50	— 1.55
No. 2	gal. 1.45	— 1.50
Menhaden, Light strained	gal. 1.40	— 1.42
Yellow, bleached	gal. 1.42	— 1.44
White, bleached, winter	lb. 1.44	— 1.46
Northern, crude	gal. —	— 1.00
*Southern, crude, f.o.b. plant	gal. 1.00	— 1.10
Neatsfoot, 20 deg.	gal. —	— 3.15
30 deg., cold test	gal. —	— 2.75
40 deg., cold test	gal. 2.55	— 2.60
Dark	gal. 1.40	— 1.51
Prime	gal. 2.25	— 2.50
Oleo Oil	lb. .23	— .24
*Porpoise, body	gal. —	—
*Jaw	gal. 20.00	— 22.00
Red (Crude Oleic Acid)	lb. .17 1/4	— .18 1/4
Saponified	lb. .17 1/4	— .17 1/4
*Sperm bleached winter		
38 deg., cold test	gal. 2.23	— 2.25
45 deg., cold test	gal. —	— 2.18
Natural winter, 38 deg., cold test	gal. 2.19	— 2.20
Stearic, single pressed	lb. .24	— .24 1/4
Double pressed	lb. .25	— .25 1/4
Triple pressed	lb. .26 1/4	— .27
Tallow, acidless	gal. —	— 1.80
*Prime	gal. 1.52	— 1.53
Whale, natural winter	gal. 1.49	— 1.50
Bleached, winter	gal. 1.52	— 1.53

VEGETABLE OILS

Castor, No. 1 bbls.	lb. .30	— .45
Cases	lb. —	— .45
No. 3	lb. —	— .35
Cocunut, Ceylon, bbl.	lb. .15	— .16
Ceylon, tanks	lb. .17	— .17 1/4
Cochin, bbls.	lb. .18 1/2	— .19
Tanks	lb. .17 1/4	— .18
Corn, refined, bbls.	21.47	— 21.67
*Crude, bbls.	lb. .18	— .18 1/2
*Cottonseed, Crude, f. o. b. mills, in tanks	lb. —	— .17 1/2
*Summer, yel., prime, bbl.	lb. .21	— .22
*White	lb. —	—
*Winter yellow	lb. —	—
Linseed, raw car lots	gal. 1.55	— 1.60
5 barrel lots	gal. 1.65	— 1.70
Boiled, 5-bbl. lots	gal. —	— 1.70
Double Boiled, 5-bbl. lots	gal. —	— 1.81
Olive, denatured	gal. 4.25	— 4.50
Foots	lb. .30	— .35
Palm, Lagos casks	lb. .40	— .45
*Benin	lb. —	—
*Niger	lb. .30	— .35
*Palm Kernel, domestic	lb. .18	— .19
*Imported	lb. —	—
Peach Kernel	lb. .19	— .19 1/4
Peanut Oil, edible	lb. .21 1/2	— .22 1/4
*Crude, f.o.b. mills	gal. —	— 1.37
Pine Oil, white steam	gal. .57	— .58
Yellow, steam	gal. .56	— .57
Poppy Seed	gal. —	— 5.00
Rapeseed, ref'd, bbl.	gal. 1.80	— 1.90
*Blown	gal. 1.90	— 1.95
*Rosin oil, first rect.	gal. —	— .73
Second	gal. —	— .76
*Sesame, domestic, edible	gal. —	— 3.00
*Imported	gal. —	—
Soya Bean, Pacific Coast	lb. .14	— .14 1/4
New York, bbls.	lb. .17	— .15
Tar Oil, gen. dist.	lb. —	— .35
Commercial	lb. —	— .34

MINERAL

Black, reduced, 29 gravity 25-30 cold test	gal. .24	— .25
29 gravity, 15 cold test	gal. .24	— .25
Summer	gal. .45	— .50
*Cylinder, light, filtered	gal. .39	— .43
Dark, filtered	gal. .65	— .75
Extra cold test	gal. .28	— .32
Dark steam, refined	gal. —	— .50
Neutral, white, 29 grav.	gal. —	—
Neutral, filtered lemon 35@34 gravity	gal. —	— .35
White 30@31 gravity	gal. .50	— .75
Paraffin, high viscosity	gal. .40	— .41
903 sp. gr.	gal. .36	— .38
Red Paraffin	gal. .36	— .38
Spindle, filtered	gal. .40	— .42
No. 200	gal. .35	— .36
No. 100	gal. .33	— .34
No. 110	gal. .33	— .34
Nominal	—	—

Drugs & Chemicals, Heavy Chemicals and Dyestuffs in Original Packages

Miscellaneous

NAVAL STORES (Carloads ex-dock)		
*Spirits Turpentine in bbls..lb.	.69	— .69½
*Wood Turpentine, steam distilled, bbls.	.65	— .66
*Turpentine, Destructive distilled, bbls.	.50	— .52
*Pitch, prime	200-lb. bbl. 7.85	— 7.95
Rosin, com., of g'd.....	80 bbl. 14.25	— 14.30
*Tar, kiln-burnt, pure 50-gal.	bbls. 13.25	— 13.75

SHELLAC

D. C. ....	.86	— .87
*Diamond "I"	—	—
V. S. O. ....	.85	— .86
Fine Orange .....	.80	— .80
Second Orange .....	.72	— .73
T. N. ....	.67	— .68
A. C. Garnet .....	.68	— .69
Button .....	.80	— .81
Regular, bleached .....	.68	— .69
Bone, dry .....	.79	— .80

OIL CAKE AND MEAL

Cottonseed Cake, f.o.b. Texas..	—	— \$4.50
f. o. b. New Orleans	—	—
Cottonseed, Meal, f.o.b. Atlanta	—	— \$6.00
Columbia	—	— \$3.00
New Orleans	—	—
Corn Cake	short ton 55.00	— \$7.00
Meal	short ton 59.00	— \$4.25
Linseed cake, dom.....	short ton	— \$6.00
Linseed Meal	short ton 54.50	— \$6.00

COCOA

Bahia	lb. 13½	— .14
Caracas	lb. 14	— .14½
Mayiti	lb. 11½	— .12
Maracaibo	lb. 24	— .25
Trinidad	lb. 14	— .14½

DEXTRINES AND STARCHES

*British Gum, Globe, per 100lbs.	—	—
Dextrine, Corn, white or	—	—
yellow	lb. .07½	— .07¾
Potato, white or canary...lb.	.18½	— .19
*Nominal.		

Starch, Corn, bags & bbls.....	4.12	— 4.34
Pearl, Globe, bags & bbls....	4.07	— 4.40
Potato, Domestic	—	— .10
*Imported, duty paid.....lb.	—	— .10½

REFINED SUGAR

(Prices in Barrels)

	Ar. Fed. War	Amer. Nat'l. Ref. Co.
Powdered	9.15 9.15 9.15 9.15 9.15	
XXXX	9.20 9.20 9.20 9.20 9.20	
Confectioners A	8.90 8.90 8.90 8.90 8.90	
Standard Gran.	9.05 9.05 9.05 9.05 9.05	

Soap Makers' Materials

ANIMAL AND FISH OILS

(Carlots)

Menhaden, crude, f.o.b. Mills.ga.	1.00	— 1.05
Light, strained	—	— 1.42
Yellow, bleached	1.42	— 1.44
White, bleached, winter..gal.	1.44	— 1.46
Neatsfoot, 20 deg.....	—	— 3.15
30 deg., cold test.....	—	— 2.75
40 deg., cold test.....	2.55	— 2.60
Dark	—	— 1.40
Prime	2.25	— 2.50
Red, (Crude oleic acid).....lb.	.17½	— .18¾
Saponified .....	.17½	— .17¾
Stearic, single pressed.....lb.	—	— .24
Double pressed	—	— .25

VEGETABLE OILS

Castor, No. 1, bbls.....	—	— .45
No. 3	—	— .35
Cocunut, Ceylon, bbls.....	.15	— .16
Ceylon, Tanks	—	— .17
Cochin, bbls. ....	.18	— .18¾
Tanks	—	— .17¾
*Prices fixed by Government.*Nominal.		

Corn, crude, bbls.....	—	— .18
Refined, barrels	21.47	— 21.57
*Cottonseed, crude, f.o.b. mills..lb.	—	— .17½
Summer, yellow, prime, bbls..lb.	—	— .41
Winter, Yellow	—	— .41
Linseed, raw car lots.....gal.	—	— 1.60
5-bbl. lots	1.64	— 1.65
Olive, denatured	4.25	— 4.50
Foots .....	.42	— .43
*alm Lagos, casks.....	—	— .50
Niger .....	.45	— .50
Palm Kernel, domestic.....lb.	—	— .18
Peanut, edible	—	— .22½
*Crude, f.o.b. mills.....gal.	—	— 1.37
Pine, white steam.....	.57	— .58
Sesame, domestic, edible...gal.	—	— 3.00
*Soya Bean, Manchurian...lb.	.17½	— .17¾

GREASES, LARDS, TALLOW

(New York Markets)

Grease, white	lb. .15	— .16
Yellow	lb. .13½	— .14
House	lb. .15	— .16
House	lb. .15½	— .16
Lard, City	lb. —	— .12½
Compound	lb. .23	— .24½
Stearine, lard	lb. .29	— .29½
Oleo	lb. —	— .19½
Tallow, edible	lb. —	— .18
City, prime	lb. —	— .14
Choice Country	lb. .17½	— .18

(Western Markets)

Tallow, edible	lb. 21¼	— 21½
City Fancy	lb. —	— .19½
Prime Packers	lb. —	— .19
Grease, Choice White.....	lb. .17½	— .20
"A" White	lb. .19¼	— .20
"B" White	lb. .18	— .18½
Yellow	lb. .16½	— .17
Brown	lb. .17	— .17½
Bone	lb. .11	— .12½
House	lb. .15½	— .15¾
Stearine, prime oleo.....	lb. —	— .20½
Lard, city steam	lb. .27	— .27½
*Nominal.		
†Buyers' Tanks		

Ten per cent of the year's sales of the National Aniline and Chemical Company has been awarded to the employees in the form of bonuses.

John Gibson Hazard, vice-president of the Semet-Solvay Company, Syracuse, N. Y., died last week at his home in Syracuse. He was born forty-one years ago at Peacedale, R. I.

Miss F. Levy, who has been connected with the firm of M. S. Bierer & Co., dealers in chemicals, Woolworth Building, has resigned her position to become manager of the chemical department of the National Metals Co.

F. C. Teipel of Dana & Co., Inc., 111 Broadway says: "During the first two months of 1919 business in our trade will be very slow. No companies dare make any large contracts, but prefer a sort of hand-to-mouth existence until the situation clears."

Harry Cameron Grant, a director of the Grasselli Chemical Company, and manager of the New York office died at his home, 171 West 71st Street, New York, December 26. He was connected with the Grasselli Company for 45 years. Mr. Grant was born in Pittsburgh, Pa., November 4, 1856.

The S & M Dye Works, Inc., which was recently incorporated under the laws of Pennsylvania, have acquired the business of the Quaker Dye & Bleach Works, and their plant and equipment, 3435 Richmond Street, Philadelphia. The officers of the company, which is capitalized at \$50,000, are Eugene W.

Seng, president; Michael F. Donoghue, vice-president; Lindsay H. Mason, secretary-treasurer.

Acknowledgment that it owes the Crescent Color and Chemical Works, Inc., \$49,018.12, has been made in the Supreme Court, New York, by the Crescent Ink and Color Co., Inc. The confession of judgment says that on or about December 12, this year, "an account stated was agreed upon, foregoing balance found to be due." The acknowledgment was made by Michael A. McManus, president of the color company.

A confession of judgment by the United Selling Company to the amount of \$52,282.66 has been obtained by the National Gum and Mica Company, according to papers filed in the Supreme Court, New York. The debt was acknowledged by Alexander Alexander, president of the United Selling Company, which admits that on or about December 12, this year the above sum was found to be due to the National Gum and Mica Co.

Charles Pfizer, son of the founder of Charles Pfizer & Co., confessed judgment for \$136,331, in the Supreme Court, last week, in favor of his brother, Emile Pfizer. The confession of judgment contains a long list of debts which Emile Pfizer paid for his brother. It was in compensation for such payments that Charles Pfizer admitted judgment. He had signed notes for Max M. Hart, a note broker, and was called upon for the amount of the notes when Hart was sentenced to Atlanta prison for fraudulent use of the mails. Charles Pfizer formerly owned a quarter interest in the chemical firm.

Imports and Exports of Drugs and Chemicals, Dyestuffs, Etc.

Imports from December 21 to December 28—Exports for the month of October

Imports

ACID—

25 casks oxalic, Liverpool, J. A. Wiarda & Co.
57 drums cresylic, Glasgow, C. Dana & Co., Inc.
27 drums cresylic, Glasgow, A. Klipstein & Co.

AMMONIA—

2 drums, Port Antonio, J. E. Kerr & Co.

ARNICA—

4 bales, Marseilles, A. Stallman & Co.

BALSAM—

25 cases copaiba, Puerto Colombia, Neuss, Hesslein & Co.

BEANS—

10 cases vanilla, Marseilles, J. Marshall, Inc.
115 cases vanilla, Marseilles, Thurston & Braidich
362 bags castor, Puerto Colombia, Munn & Jenkins

CHALK—

50 cases, Liverpool, National Aniline & Chemical Co.
530 tons crude, Liverpool, Baring Bros. & Co.

CHEMICAL PREPARATIONS—

1 case, Marseilles, A. Stallman & Co.

COPRA—

124 bags, Port Antonio, J. E. Kerr & Co.
230 bags, Trinidad, Franklin Baker Co.

CRUDE DRUGS—

8 bales, 8 bags various, Glasgow, Brown Bros.

CUTCH—

1,500 bags Rangoon, for export

CUTTLEFISH BONES—

100 packages, Marseilles, Mastelle & Co.

DIVI-DIVI—

393,240 kilos, Adelaide, W. H. Knox & Co.

DYES AND DYESTUFFS—

41 chests indigo, Calcutta, A. C. Turner

ESSENCES—

20 ¼ cases lemon, Gibraltar, J. B. Horner & Co., Inc.
100 ¼ cases lemon, Gibraltar, G. Lueders & Co.
50 cases orange, Gibraltar, G. Lueders & Co.
213 cases, 1 cask various, Gibraltar, A. Chiris & Co.
25 ¼ cases lemon, Gibraltar, O. A. Brown & Co., Inc.
600 cases lemon, Gibraltar, Baring Bros. & Co.
35 cases lemon, Gibraltar, Brown Bros. & Co.
25 cases lemon, Gibraltar, Harmer's Loan & Trust Co.
25 cases lemon, Gibraltar, Bank of New York

ESSENTIAL OILS—

36 ½ cases bergamot, Gibraltar, Barclay & Co.
50 cases bergamot, Gibraltar, G. Lueders & Co.
50 cases orange, Gibraltar, G. Lueders & Co.
25 ¼ cases orange, Gibraltar, C. L. Huisking
50 cases bergamot, Gibraltar, Brown Bros. & Co.
51 cases orange, Gibraltar, Brown Bros. & Co.
20 cases bitter orange, Gibraltar, Equitable Trust Co.
100 cases orange, Gibraltar, Equitable Trust Co.
50 cases bergamot, Gibraltar, Equitable Trust Co.
13 cases orange, Gibraltar, Irving Nat'l Bank
3 drums various, Glasgow, G. V. Gross & Co.

GLYCERIN—

7 cases, Puerto Colombia, De Lima, Correo & Cortesoz, Inc.

GUMS—

19 cases aloes, Capetown, Midland City Bank

50 cases aloes, Capetown, McKesson & Robbins

174 cases aloes, Capetown, National Bank of South America

43 cases aloes, Capetown, Lathrop & Co.

95 bags chicle, Ciudad Bolivar, Venezuela Trading Co.

23 bales chicle, Puerto Colombia, Dod & Ristay

HERBS—

84 bales various, Gibraltar, Lionello, Ferrara & Co.

80 bales various, Gibraltar, Bernard, Judae & Co.

100 bales various, Gibraltar, Reed & Keller

IODINE—

58 kegs, 276 kegs, South Pacific Ports, S. E. Nash & L. Watjen

IRON OXIDE—

34 casks, Liverpool, J. W. Coulston & Co.

10 casks, Liverpool, J. A. McNulty & Co.

JUICES—

37 cases lime, Liverpool, Baker, Carver & Merrill

LEAVES—

58 cases, 17 barrels medicinal, Marseilles, A. Stallman & Co.

46 bags medicinal, Marseilles, A. Stallman & Co.

40 bales medicinal, Marseilles, V. A. Garcia

153 bales medicinal, Marseilles, Frame & Co.

40 bales medicinal, Marseilles, Archibald & Lewis

9 bales medicinal, Marseilles, McIlvaine Bros.

35 bales medicinal, Marseilles, A. Stallman & Co.

LEECHES—

6 packages bloodsuckers, Gibraltar, G. Alberigo

LIME CITRATE—

60 casks, Gibraltar, Perry, Ryer & Co.

MED. AND MISCELLANEOUS DRUGS—

10 cases drugs, Glasgow, Merck & Co.

10 casks drugs, Glasgow, J. T. Baker Chemical Co.

17 casks drugs, Havre, G. W. Sheldon & Co.

4 barrels drugs, Havre, Irving Nat'l Bank

72 barrels crude drugs, London, Brown Bros. & Co.

MENTHOL CRYSTALS—

100 cases, Glasgow, M. Seltzer

MOSS—

12 barrels, Marseilles, A. Chiris & Co.

NUX VOMICA—

2 bags sweepings, Durban, Norton, Lilly & Co.

948 bags, Colombo, C. Pfizer & Co.

OILS—

240 cases copaiba, Para, G. Amsinck & Co.

135 cases copaiba, Para, H. A. Astett & Co.

20 cases vegetable, Para, Reisman & Hirst

20 drums citronella, Colombo, Green & Co.

20 cases lemongrass, Colombo, Winter Son & Co.

60 cases lemongrass, Colombo, C. L. Huisking

12 cases sandalwood, Glasgow, C. L. Huisking

250 tons codoil, St. Johns, N. F., W. S. Job & Co.

OPTUM—

30 cases, Liverpool, Powers-Weightman-Rosengarten Co.

PAPAIN—

20 cases, Capetown, Dodwell & Co.

24 cases, Colombo, W. R. Grace & Co.

POTASSIUM CARBONATE—

185 casks, Calcutta, A. B. Dingeman

ROOTS—

7 bags ipecac, South Pacific, M. A. De Leon & Co.

33 bags medicinal, Liverpool, Brown Bros. & Co.

14 cases licorice, Marseilles, A. Stallman & Co.

48 bales medicinal, Marseilles, P. E. Anderson & Co.

11 bales medicinal, Marseilles, A. Stallman & Co.

3,157 bales licorice, Gibraltar, McAndrew, Forbes & Co.

226 bags, 3,790 bales licorice, Gibraltar, McAndrew, Forbes & Co.

57 bags dandelion, Glasgow, Brown Bros. & Co.

84 bags dandelion, Glasgow, in transit

SALTPETER—

500 bags, Calcutta, Hollingshurst & Co., Inc.

3,451 bags, Calcutta, Hollingshurst & Co., Inc.

SEED—

138 cases cardamom, Colombo, Dodwell & Co.

61 cases cardamom, Colombo, Dodge & Olcott Co.

40 bags castor, Colombo, Dodge & Olcott Co.

71 cases cardamom, Colombo, Dodge & Olcott Co.

SODIUM SALTS—

205 drums sulphide, Liverpool, Brown Bros. & Co.

9 casks yellow prussiate, Liverpool, Innis, Speiden & Co.

119 casks yellow prussiate, Liverpool, Nat'l Aniline & Chemical Co.

40 drums bisulphate, Glasgow, Bayard Products Co.

68 casks yellow prussiate, Glasgow, A. Klipstein & Co.

SPICES—

400 bales cinnamon quills, Colombo, Frost & Cundill

200 bales cinnamon quills, Colombo, Frame & Co.

200 bales cinnamon quills, Colombo, Green & Co.

4 bags nutmegs, Grenada, Frame & Co.

4,162 bags chillies, Durban, Childs & Josephs

TARTAR—

429 bags crude, Marseilles, Chas. Pfizer & Co.

475 bags crude, Marseilles, Harshaw, Fuller & Goodwin

185 bags crude, Marseilles, Chas. Pfizer & Co.

180 casks crude, Gibraltar, Tartar Chemical Co.

35 casks crude, Gibraltar, Tartar Chemical Works

91 casks crude, Gibraltar, Chas. Pfizer & Co.

250 bags crude, Gibraltar, Royal Baking Powder Co.

WAX—

471 bags carnauba, Ceara, Lazard Freres

290 bags carnauba, Ceara, Lazard Freres

310 bags carnauba, Pernambuco, American Trading Co.

3 bags carnauba, Pernambuco, in transit

ZINC, WHITE—

20 barrels, Marseilles, J. W. Coulston & Co.

Exports

ACID, NITRIC—

880 lbs., Panama

ACID, SULPHURIC—

300 lbs., Colombia; 2,876 lbs., Venezuela; 32,471 lbs., Mexico

CALCIUM—

600 lbs., British Guiana

COPPER SULPHATE—

12,150 lbs., Newfoundland

GLYCERIN—

250 lbs., San Domingo; 10 lbs., British West Indies; 20 lbs., Nicaragua

PEPPERMINT OIL—

4 lbs., Guatemala; 1 lb., Nicaragua

PARAFFIN WAX, REFINED—

154,800 lbs., Bolivia; 139,984 lbs., Colombia; 60,000 lbs., Ecuador

POTASSIUM CHLORATE—

300 lbs., British Guiana; 2 lbs., Hayti

SODA, CAUSTIC—

21,575 lbs., Venezuela

SODA, ASH—

9,900 lbs., Argentina

SODA, SAL—

7,750 lbs., Jamaica

ZINC OXIDE—

2,360 lbs., Venezuela; 50 lbs., Ecuador; 2,400 lbs., French West Indies; 13,402 lbs., Argentina

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New Incorporations

Victory Drug and Chemical Corp., Manhattan, capital \$5,000. N. Frank, C. L. Greenhall, C. S. Rich, 154 Lenox Ave., New York City. Laxcarin Company, Pittsburgh, Pa., capital \$100,000. George A. Springer, E. Weiss and T. M. Cannon, all of Pittsburgh.

Novo Laboratory Co., Wheeling, W. Va., capital \$100,000. C. H. Dowler, of Warwood, W. Va., George E. House, C. A. Bowers, George W. Eckhardt and M. E. McComb, of Wheeling, W. Va.

Western Dyers Ass'n, Janesville, Wis., capital \$25,000. John P. Ranahan, Thomas E. Leahy and Herbert R. Manger.

Kinsey Chemical Co., 15 Exchange Pl., Jersey City, capital \$100,000, Edward Claxton, John J. Lenahan, Jersey City.

Industrial Gas & Chemical Co., Sharon, Pa., capital \$250,000. Directors names not given.

H. & H. Medical Specialties Co., Manhattan, capital \$50,000. H. Hawksworth, S. Hawksworth, Newark, N. J.; M. S. Hynes, 101 West 83rd St., New York, N. Y.

Ambrine Laboratories, Inc., Manhattan, capital \$250,000. H. O. Berg, H. V. Dunham, G. W. Jackson, 347 Madison Ave., New York, N. Y.

Electro Chemical Engineering Corp., Dover, Del., capital \$100,000. S. B. Howard, A. W. Britton, Paul S. Smith, all of New York.

Condieco Corp., Manhattan, capital \$10,000. A. S. Condict, L. Schlichting, Jr.; G. P. Brush, 685 East 19th St., Brooklyn.

Sanitor Pyorrhea Corp., Manhattan, dental accessories, capital \$25,000. E. R. Dawson, R. B. L. Magruder, C. C. Richardson, 292 W. 92nd St.

The Walter Luther Dodge Co., Wilmington, Del.; capital \$320,000. Directors names not given.

Canine Supply Repository Corp., Manhattan, capital \$5,000. G. C. Kahle, J. J. Griffin, F. J. Skinner, 140 West 34th St., New York, N. Y.

Universal Drug Co., Dover, Del., capital \$250,000. J. P. Cavanaugh, H. L. Cavanaugh, F. J. Murray, all of Hartford, Del.

Dissolutions—G. H. Kopf Drug Co., Tonawanda, N. Y.

Capital Increases—Chemical Catalog Co., Manhattan, \$50,000 to \$95,000.

Charles V. Sparhawk, 278 Pearl Street, New York, manufacturer of essential oils, has acquired property at 88-92 Hamilton Street and 31-35 Bruen Street, Newark, N. J. The Bruen Street structure will be altered for oil works at an early date. The Hamilton Street building is now leased to other interests and will not be used, it is understood, until this lease expires.

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